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THE TIMES

THURSDAY JUNE 25 1992

No 64,368

APPOINTMENTS
 Pages 9-19
 Life & Times section

45p

Ruling opens way to huge claims

US court deals health blow to tobacco industry

FROM MARTIN FLETCHER IN WASHINGTON

THE US Supreme Court dealt a potentially devastating blow to the tobacco industry yesterday by ruling that health warnings on cigarette packets do not automatically protect the manufacturers from being sued by the victims of smoking.

The court's landmark ruling renders the tobacco industry vulnerable to countless multi-million dollar claims for damages if plaintiffs can prove deliberate deception or misrepresentation on the part of the cigarette companies.

There are already more than 50 personal injury cases outstanding in the United States and an estimated 400,000 Americans a year die from illnesses related to smoking, 143,000 of whom die from lung cancer.

"Now that the court has made it possible for people to sue the tobacco industry and hold it accountable for its deceptive practices, it will be really quite a new day for

these lawsuits," said Laurence Tribe, the Harvard law professor who took the tobacco industry to the Supreme Court.

On Wall Street the ruling led to a sharp drop in tobacco stocks, and it could have far-reaching financial implications for other products that carry health warnings such as certain pharmaceuticals. In his judgment Justice John Paul Stevens wrote: "That Congress requires a particular warning label does not automatically pre-empt a regulatory field."

The ruling was based on the case of Rose Cipollone, a New Jersey woman who died of lung cancer at the age of 58 in 1984 after smoking a pack of cigarettes a day for more than 40 years. She sued the three companies whose brands she had smoked the year before her death, and her family continued the case after her death.

In 1988 a federal district court awarded the family \$400,000 (£215,000) against one of the companies, the Liggett Group, but it absolved the other two firms, Philip Morris and Lorillard. That decision was subsequently overturned and the Supreme Court accepted the case last year.

In yesterday's 7-2 decision the court rejected the tobacco companies' argument that 1969 congressional legislation making health warnings mandatory on cigarette packs rendered them immune from smokers suing for damages. The ruling said that the legislation protected companies in cases where smokers claimed that they were not adequately warned of the dangers, but not in cases based on claims of "intentional fraud and misrepresentation" or "conspiracy" to present smoking as harmless.

A statement issued by Philip Morris, maker of Marlboro, Benson and Hedges and numerous other brands of cigarette, portrayed the ruling as a "significant victory". The company argued that permitting smokers to sue on grounds of intentional misrepresentation would have "little practical effect".

A lawyer for Philip Morris said the main allegation cited in most claims has been based on a failure to warn people, and the court had



Penny-farthing protester: Alan Price arriving at Lloyd's annual meeting in London yesterday. He said: "My wife has divorced me, I have had to take my children out of public school and I have had to sell my Ferrari."

Names lament lost fortunes on judgment day

The blackest day in Lloyd's history drew a large and angry crowd. Some had lost a million. Many had lost their homes. Their children would not be going to Eton or Harrow. Joe Joseph reports

Yesterday, as Lloyd's unveiled losses of more than £2 billion on the blackest day of its history, you could finally appreciate the symbolism of Richard Rogers' Lloyd's headquarters: both the building and its inhabitants had been turned inside out, with their hearts laid bare for all to see.

David Coleridge, Lloyd's chairman, hoped the horror would never return. "Certainly until I am dead, and that won't be long," Fielding six hours of questions from out-of-pocket investors may well have quickened his journey.

His polite handling of the annual meeting drew praise from many. But not all. Quite a few of the thousands of names who attended the insurance market's annual meeting yesterday commuted to the City from new, more modest homes than they owned a few months ago.

Many are £1 million out of pocket. They have known their losses for a while. But several still seem baffled by how an institution famous for underwriting risks has proved so inept at underwriting its own.

They were nodded in and out by such a big posse of journalists, photographers and television crews that you might have wondered if Michael Jackson were addressing the meeting, too. One TV camera kept surfing the windows, perhaps expecting to see a bankrupt on a ledge.

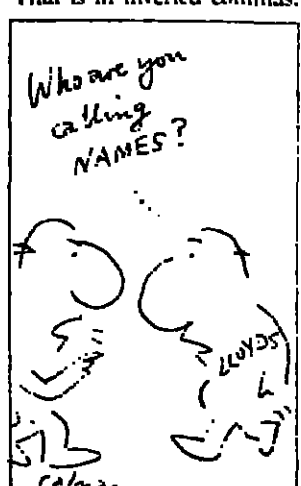
The traditional Lloyd's doormen, in their plush, pillar-box red coats with broad black velvet collars and cuffs, suddenly looked rather over the top, as out of place as the queen might look picking over trinkets in a car boot sale.

Among the passers-by, there seemed a sense of Schadenfreude, a lack of sympathy for rich "fat cats" who must have done well enough in the good years before disasters like the Exxon Valdez oil spill and the San Francisco earthquake dented the re-insurance arithmetic.

But for the names, it was not just accidents and surprises that vexed them but alleged skulduggery. "There

is a very strong suspicion there has been incompetence, there has been negligence, and we want them properly investigated," said Richard Platts, a retired university teacher.

"In so far as those losses result from malpractice, then we do not feel that those losses fall properly on the names," he said. "I joined in 1980. I've lost at least £1 million. That is in inverted commas."



because I don't have £1 million to lose. I can't possibly meet those liabilities."

Was there fraud? "Without a doubt," said Clive Francis, who has lost more than £1 million. He marched out of the meeting fuming at the lack of salvation from Lloyd's and ready to fight.

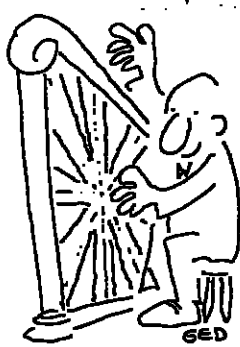
"When I joined the byword was *Fidelity*. Someone put an 'L' in the middle and now it's *Fidelity*. The council of Lloyd's has declared war on 6,000 of its burnt names. Those 6,000 names will bite back. And bite back. And bite back. The council is looking to the future, to finding new names. They don't care about the past."

Alfred Doll-Steinberg, a professional investor and consultant, was also unimpressed with the chairman. "It was a Ronald Reagan type performance," nothing sticks to me. After today there is no

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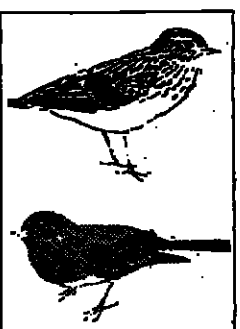
TODAY IN THE TIMES

FLOCKING TO A MUSE



Eric Clapton, Ravi Shankar, Jose Carreras will be drawing the crowds on Sunday. George Hill asks what National Music Day offers for the future
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FLOCKING TO AMUSE



The dark-eyed juncos and the lesser short-toed lark draw the crowds without even appearing. Bernard Levin wonders at the antics of the twitchers
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UK offered deal on EC's 48-hour week

FROM GEORGE BROCK IN LUXEMBOURG

EUROPEAN Community employment ministers were locked in lengthy discussions last night over a last-minute compromise that would allow Britain to bypass the plan to limit Europe's working week to 48 hours.

A new version of the EC's proposed directive on "working time" was offered to Gillian Shephard, the employment secretary, which goes some way towards meeting Britain's objections. But the directive will also legislate on rest periods and shift lengths, leading to changes to British labour law, which are likely to provoke protests from

Euro-sceptics. Mrs Shephard seemed ready last night to accept a formula drafted by the Portuguese government, which holds the EC's rotating presidency until next Wednesday. This would allow governments to frame laws to let employees work more than 48 hours a week, as long as they are monitored closely by health and safety authorities. The exemption would be reviewed in the year 2002.

Britain was also offered a change in a clause that Sunday should be the designated day of rest. The new version leaves the choice of day to individual states.

Authorities fail pupils

Some councils are taking more than three years to assess the special needs of children with learning difficulties, the Audit Commission said in a stinging indictment of services for such pupils. Teachers describe the children - up to one in five of the school population - as cinderellas of the service. Now the government is promising action to improve local bureaucracy and give parents more control. Page 8

Fan trouble

Lennart Johansson, the president of Uefa, says that withdrawing the 1996 European football championship from England would not solve the problem of hooliganism. Page 28

Cinema boom

Cut-price seats helped cinemas to achieve record attendances last year. Page 5

Bush ready to unfreeze housing cash for Israel

FROM RICHARD BEESTON IN JERUSALEM AND MARTIN FLETCHER IN WASHINGTON

YITZHAK Rabin, Israel's new leader, moved swiftly to revive Middle East peace talks yesterday by promising to push through an autonomy plan for Palestinians in the occupied territories.

President Bush is expected to move quickly to restore battered US-Israeli relations. He may unfreeze at least some of the \$10 billion (£5.4 billion) in housing loan guarantees withheld because Yitzhak Shamir, the outgoing prime minister, refused to freeze new settlements. James Baker, Mr Bush's Secretary of State, called yesterday for the next round of Arab-Israeli peace talks to start soon.

After his dramatic victory, Mr Rabin plans to form a new coalition within weeks. With all but a fraction of votes in Tuesday's general election counted, Labour emerged with 45 seats in the 120-member Knesset, giving Mr

Rabin a tiny majority in alliance with the 12-member left-wing Meretz party and five Israeli Arabs belonging to two smaller parties.

Likud lost six seats in a devastating electoral setback that puts Mr Shamir's future in doubt. Mr Bush disliked and distrusted Mr Shamir, but Mr Rabin is liked and respected in Washington as a former ambassador to the US and former defence minister.

As part of his pursuit of peace, Mr Rabin promised yesterday to halt government funding for what he termed political Jewish settlements in the disputed territories and divert the money to bolster ailing sections of the economy, particularly to fight record unemployment.

Rabin priority, page 12
 Richard Beeston, page 14
 Leading article and letters, page 15

Ministers press ahead with 14-lane M25

BY MICHAEL DYNES
 TRANSPORT CORRESPONDENT

A DECISION to press ahead with plans for a multi-billion pound relief road alongside the M25 is expected to be announced by the government today. Work would begin with the seven-mile section between the M3 and the M4.

The scheme to reduce congestion on the M25, transforming it into an American-style 14-lane highway, will provoke ferocious opposition from environmental and residents' groups, and could take two decades to implement.

The need to acquire more land either side of the motorway for the relief road means that construction

will have to be preceded by a series of public enquiries where the anti-roads lobby will mount a huge campaign in an attempt to frustrate the transport department's plans.

Transport officials were ready to announce their decision to press ahead with the parallel relief road scheme weeks ago. The announcement was, however, delayed until after the recent Earth summit in Rio de Janeiro in an effort not to tarnish Britain's international green credentials.

The new roads, known as collector-distributor roads, are in addition to the £1 billion scheme already in the £20 billion national road building programme to widen most of the remaining three lane sections of the

motorway to four lanes in each direction. Widening to four lanes will take place between junctions 5 and 11 (Sevenoaks to Chertsey), and junctions 15 and 28 (Heathrow to Brentwood).

Work will be carried out largely within the present motorway boundaries, and will involve small reductions in lane widths. Hard shoulders will be omitted only for short distances near bridges, and the entire widening programme is expected to be completed in six years.

Each section of the original three-lane M25, which took 20 years to build at a cost of about £1 billion, was designed to carry up to 88,000 vehicles a day. Some sections regularly carry 145,000 vehicles a day, while a

few have reached 164,000 a day. Although motorway widening has been widely criticised, it is the collector-distributor road proposals which have attracted the greatest opposition from environmental organisations for attempting to accommodate the expected long-term growth in private car ownership.

Consultants have been refining the design of the proposed new roads, in an effort to reduce or eliminate short-distance junction hopping, thereby freeing the motorway for long-distance traffic. No specifications have been published for the new collector-distributor roads, although it is thought that they will be similar to those that they will be similar to.

Continued on page 2, col 6

"We needed a conference venue that was efficient, comfortable and provided a service with a smile."

Helen Mackay,
 British Dental Association

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THE ULTIMATE CONVENTION CENTRE

Guilds call for cancer screening

By NICHOLAS WATT

TO rousing organ music, 5,000 women from all over Britain congregated at the Royal Albert Hall yesterday for the annual meeting of the Townswomen's Guilds.

Giles Brandreth, MP for the City of Chester and chairman of the National Playing Fields Association, implored representatives of the guilds' 115 federations to save Britain's playgrounds.

The guilds also called on the government to test pre-menopausal women for breast cancer. Mollie Lorton said that Britain had the highest mortality rate from breast cancer, and a fifth of women with breast cancer were pre-menopausal.

The guilds also said that part-time workers should be given the same rights as full-time employees. Carla Thomas said: "It is very convenient for employers to use part-time workers because it saves them money. But it is very unfair."



Raising the roof: members of Townswomen's Guilds from all over the country sing "Land of Hope and Glory" at their annual meeting

Aitken denounces German minister over fighter jet

By MICHAEL EVANS, DEFENCE CORRESPONDENT

THE defence procurement minister launched an extraordinary personal attack yesterday on Volker Rühle, the German defence minister, over Bonn's threatened withdrawal from the four-nation European Fighter Aircraft (EFA) programme.

Jonathan Aitken angrily denounced Herr Rühle's call on Tuesday for the four part-

ners, including Britain, to drop the EFA programme and to build a lighter and less sophisticated aircraft to be called EFA 2000. Mr Aitken said that this suggestion was nonsensical. "The result would be we'd pay more for a less capable aircraft that would lose in combat," he said.

He said that withdrawal now from the EFA programme would mean throwing away the £6 billion effectively spent on development so far.

Mr Aitken said that Russia was continuing to develop new fighter aircraft. The latest model, the MiG33, was a development of the MiG29 Fulcrum. The best Russian fighter aircraft were now being exported and could end up in the wrong hands.

Mr Aitken said: "You've heard of the film *Top Gun*? Well, with Volker Rühle's EFA 2000 you'd have to rename the film *Bottom Gun*."

The outburst, in a briefing with London-based German correspondents and in an interview with *The Times*, highlights a dramatic deterioration in relations between the two defence ministries since Herr Rühle took over as German defence minister earlier this year.

Herr Rühle, a highly experienced politician and close to Helmut Kohl, the German chancellor, made it clear from the beginning that he did not support EFA, which is being developed by Germany, Britain, Italy and Spain. He said that the aircraft was too sophisticated for a post Cold War era and too

expensive. He won the support of Herr Kohl, who also indicated the possible withdrawal from the programme. An official announcement was due earlier this month but after representations from John Major and Malcolm Rifkind, the defence minister, a final decision was delayed for a month.

The decision, due this week, was delayed again for another seven days. The government has been lobbying hard to get Bonn to change its mind, pointing out that there was no real alternative to EFA. However, the sudden proposal by Herr Rühle to scrap EFA and build a lighter and less advanced fighter, ready for deployment by the year 2000, took London by surprise.

Mr Aitken accused Herr Rühle of waging a deliberate political game. "But EFA is not a political football game where the players can change the rules and move the goalposts," he said.

The air force chiefs of all four partners recently reconfirmed the requirement for EFA and the German military has made it clear it wants to continue the programme.

Mr Aitken said that Herr Rühle's call for an immediate withdrawal from the programme had horrified London. He said that EFA 2000 would end up more expensive, partly because of the disruption that would be caused to the present EFA development programme. The first EFA prototype is due to fly in September.

GPs oppose fundholding

By JEREMY LAURANCE, HEALTH SERVICES CORRESPONDENT

FAMILY doctors declared themselves still opposed to the NHS reforms yesterday in spite of the election result which gave the government a mandate to implement them.

Doctors' representatives passed a vote of no confidence in the changes at a special conference called by the British Medical Association. GPs are now the only big group of medical staff still trying to reverse the NHS reforms.

GPs protested that the new fundholding practices, which hold their own budgets for hospital care, were commercialising the doctor-patient relationship and putting doctors outside the scheme at a disadvantage. Charles

Zuckerman, a GP from Birmingham, told the conference that the 1,700 first wave fundholders got 2.2 per cent of last year's NHS budget. If the remaining 28,000 GPs had been treated equally, the NHS budget would have increased by 50 per cent.

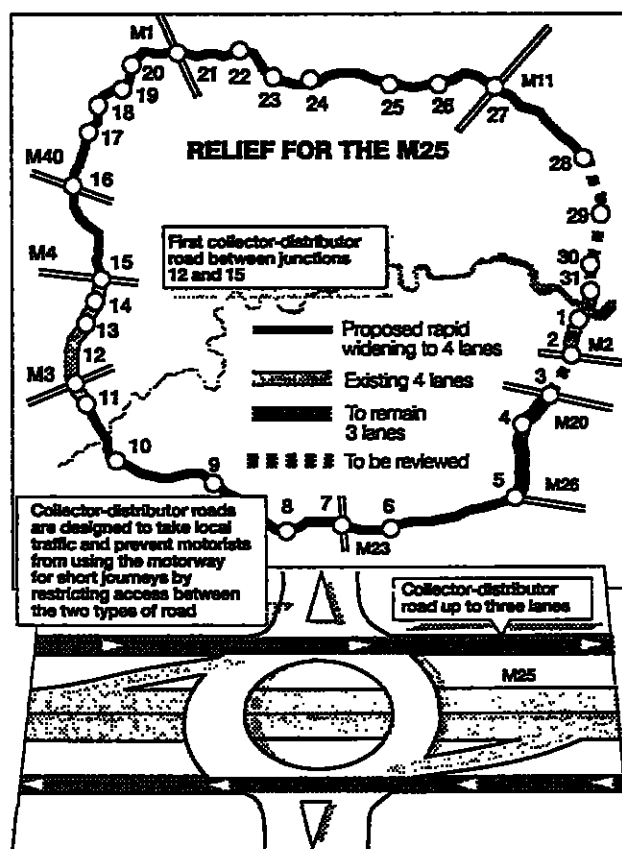
"I am sick to death of being told how successful fund holding has been, when the extra financial inducements have been taken off seriously pressed family health services budgets. Fund holding is still the biggest confidence trick that has been perpetrated on the profession," he said.

John Jenkins, a GP from Hertfordshire, said fundholding was an expensive untried

experiment with a huge incentive to join. "It is damaging, disruptive and divisive," he criticised the BMA's ruling body for moving towards acceptance of the changes when most doctors were still against them.

A survey of GPs earlier this year showed that support for fundholding was growing but that 62 per cent remained opposed. Critics fear that fundholding may destabilise the health service.

However, Dr Peter Dewhurst, of Bexhill, East Sussex, said fundholding allowed doctors to give better patient care improving the relationship between GPs and consultants.



M25 relief scheme to go ahead

Continued from page 1
dual carriageways with a hard shoulder. Public consultation on the first collector-distributor road between junctions 14 and 15 is expected to begin immediately. Civil engineers will then begin detailed design work on the new roads, integrating them into the existing motorway.

Publication of draft orders will follow, giving the transport secretary the power to issue compulsory purchase orders for land acquisition. The first public enquiry into the scheme, likely to be a test case on collector-distributor roads, could begin in just over two years.

Completing the planning process could take five years and as a result construction work on the first M25 relief road is unlikely to start much before 1997-8.

£100,000 libel win for Spurs chief

Irving Scholar, the former chairman of Tottenham Hotspur football club, was yesterday awarded £100,000 damages against the *Daily Mail* over a story which he said made him out to be a "liar and a hypocrite". Mr Scholar, 44, who lives in Monte Carlo, was also awarded costs, estimated at £250,000 for the six-day High Court case.

Mr Scholar had sued over an article headed "Scholar Accused" which reported him as being "angry and heartbroken" at the £5.5 million sale of the Tottenham player Paul Gascoigne to Lazio of Italy. He had, in fact, authorised the deal and Mr Scholar claimed that the article made him out to be a liar and a hypocrite. Jeff Powell, a *Daily Mail* sports writer, Sir David English, the editor, and the publishers, Associated Newspapers, had denied libel. A spokesman said that they were considering an appeal.

HIV man counselled

The man who allegedly infected four women partners with HIV yesterday met counsellors from the South Birmingham Health Authority, who urged him to adopt more responsible sexual behaviour. The authority alleges that the man, a haemophiliac with HIV, has failed to tell some of his past partners about his infection or to engage in safe sex, but it has refused to name him or confirm his identity. By yesterday the Birmingham Aids Lifeline, a confidential telephone service, had received ten calls from women who feared they may have had sex with the man and seeking his name. A woman said to have been infected with HIV after sex with the man has died after contracting Aids. Dr Bernard Crump, the authority's public health director, said it would be wrong in principle to name the man.

Union numbers decline

The future of the TUC in its present form is again in question after union membership fell by almost half a million last year, making the organisation's membership the lowest since 1947. Total membership of TUC affiliated unions fell to 7.75 million, compared with the 12.2 million members the organisation claimed in 1980. Norman Willis, the TUC general secretary, said: "Whilst these figures are disappointing they say more about the state of the economy than they do about trade unions." He pointed out that unemployment had increased by more than 700,000 over the year. Some unions believe that the TUC has to change. They want it to concentrate on service functions rather than spending time on research which is supposed to influence government decisions.

Brothers jailed

Two men were jailed for eight years yesterday for robbing the Halifax building society in Newbridge, Gwent, of £9,820. Lindsey Frayne, 25, of Newbridge, and his brother Leighton, 31, of Aberystwyth, modelled themselves on the Kray twins, the former East End gangsters. They were found guilty at the end of a three-week trial of robbery, conspiracy to deal in firearms and illegal possession of a shotgun. Their cousin Stephen Cooke, 25, was also convicted of taking part in the robbery, standing in for Leighton Frayne because the brothers looked so alike that it would have given them away. The brothers became weekend gangsters, travelling to visit the Kray twins in jail and living a real-life Kray fantasy. They were cleared of two other charges, shortening a Browning shotgun and illegal possession of the weapon.

Currie tests curry

Edwina Currie, the Conservative MP for Derbyshire South, yesterday tested Bangladeshi cooking at the launch in London of the Indian Chef of the Year competition. The former junior health minister, right, said judges would be looking for nutritious menus, including vegetarian dishes. "Many chefs are now cutting down on the use of high cholesterol ghee [clarified butter] and opting for more healthy vegetable oils."



Reported crime up

Recorded crime in England and Wales rose by 15 per cent in the 12 months to the end of March, with 5.4 million offences reported to the police, according to Home Office statistics published yesterday. The figure takes to 6 per cent the average annual rate of increase from 1982-92. There are numerous reasons why an increase of 15 per cent might have been recorded. In particular, almost 25 per cent of the total increase of 700,000 was accounted for by a rise in car crimes, where insurance requirements mean that reporting and recording rates are relatively high. The figures show that 94 per cent (5.1 million) of reported offences were crimes against property, 5 per cent (272,000) were violent crimes against the person and 1 per cent were other crimes.

Cats Aids clinic opens

A clinic to treat cats with Aids opened at Bristol University yesterday amid growing evidence that the disease is common among domestic cats. The clinic, believed to be the first in the country, will receive up to 100 cats at regular intervals for tests to monitor the stages of the disease and to advise owners of the best treatments for relieving symptoms. There is no cure for the condition, known as feline immunodeficiency virus, but antibiotics can be used to control secondary infections. A national study to determine the prevalence of cat Aids showed that it was found in 5 per cent of apparently healthy cats and in more than 13 per cent of those who appeared unwell. Another disease, feline leukaemia virus, is even commoner, being found in 10 per cent of healthy cats and 18 per cent of sick ones.

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Ships with c rema

high-risk amates moved

Bar wants rules to stop media 'tip-offs'

THE Bar called yesterday for guidelines to ensure that the police or prosecuting authorities did not give "tip-offs" to the media. The call was made after the arrests of the Maxwell brothers on Friday in front of crowds of journalists and photographers.

Amid denials from the Serious Fraud Office that any information came from its staff, Jonathan Caplan QC, chairman of the Bar's public affairs committee, gave a warning that American-style "stage managed arrests" could prejudice a fair trial.

The treatment of the brothers was demeaning and made it difficult to ensure that jurors would not have read and remembered "that kind of media circus", he said. The Bar wanted to ensure that "stage-managed arrests in high profile cases don't become the fashion". Directives should be issued making clear that such behaviour constituted a dis-

The treatment of the Maxwell brothers raises concerns about risks of prejudicing trials, Frances Gibb says

primary offence. The arrests of the Maxwell brothers raised several issues. Mr Caplan said: "Firstly, it was to say the least, highly coincidental that television crews should have been deployed outside their homes at that hour of the morning. Second, why cannot the police ask people in these cases to report to the police station for an appointment? In other less high-profile cases this is done, and the lawyers in this case would almost certainly have asked for such an appointment."

Mr Caplan was also concerned about "little touches such as City of London police taking the brothers by the arm as if they needed to be restrained. All of this is unnecessary, and whether by accident or design, injects prejudice into the media cov-

erage." Jonathan Goldberg, QC, with whom Mr Caplan wrote to *The Times* criticising the circumstances of the arrests, yesterday condemned their timing of 6.30am. "There is no justification for a dawn raid with businessmen who are at no risk whatever of running away. These tactics are reminiscent of J. Edgar Hoover and his teams in the thirties," he said.

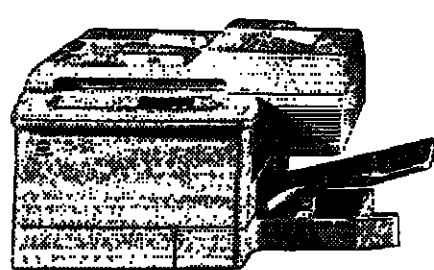
Rumours that an arrest was imminent were rife for several days before the arrest so the presence of journalists was unsurprising. Persistent inquiries by journalists on the story in the 48 hours before the arrest could have "hardened up" its timing with-out any need for a "tip-off". As soon as any of the agency or freelance reporters had the information, then all picture desks would get a call. Several

dailies knew the night before. Tip-offs, often paid for, are common. The media frequently has been forewarned of an event by someone wanting to secure maximum publicity for it. Two weeks ago, press photographers were ready to snap the Princess of Wales leaving the flat of Carolyn Bartholomew, her friend, after anonymous calls to newspapers.

When Asil Nadir, chairman of Polly Peck, was arrested at Heathrow in December 1990, television camera crews were waiting. Shortly before, when the Serious Fraud Office raided the headquarters of Polly Peck International in October 1990, the press were there.

The SFO yesterday reiterated comments made by George Staple, its director, that it was not aware of any member of the SFO or police telling the media about the Maxwell arrests.

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مركز الأصل

Ships that collided with death trawler remain untraced

By MICHAEL HORSNELL

TWO ships which collided with a British trawler in the Straits of Dover, killing five fishermen, have not been traced, an inquest at Brixham, Devon, was told yesterday.

The Ocean Hound probably capsized and drifted upside down after a collision with an unknown vessel at 11.37pm on August 10 last year, Keith Dixon, an investigator with the transport department's marine accident investigation branch, said. It was hit by a second vessel shortly after 5am and sank 15 miles off Ramsgate, Kent.

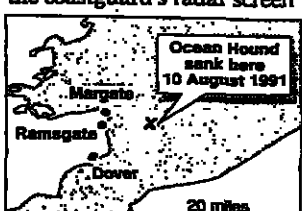
A customs official told the inquest that the Straits of Dover were "as busy as a motorway" on the night of the collision.

Hamish Turner, the coroner, said that there might be conflicting theories over what happened to the 73ft trawler from Brixham. "Everyone would like to know which ship it was which collided with her. It may remain a mystery," he said.

Only the bodies of the skipper and co-owner Alan Nicholson, 37, from Paignton, Devon, and a crewman, Keith Curtis, 54, from Brixham, were recovered. Those of Mr Nicholson's son James, 17, ship's mate Mark Davies, 26, and Andrew

Nash, 30, all from Brixham, are thought to lie in their bunks.

Eric Musson, a Dover coastguard officer, said that in a 24-hour period there could be 500 ships through the Straits, including large ships, cross-Channel ferries and hovercraft, but excluding fishing vessels and yachts. On the coastguard's radar screen



Ocean Hound sank here 10 August 1991

at Dover there could be 250 radar echoes of ships at any one time.

Mr Musson said that an identification scheme which would automatically reveal the names of larger vessels using the Channel was being discussed by the International Maritime Organisation.

He told the inquest: "The reporting system at the moment is voluntary as far as the UK is concerned. We do like to know the names of the echoes on the radar screen."

Mr Musson disclosed the last conversation between the Ocean Hound and Dover coastguards from a master

audio tape. On the night of the incident, the 43-tonne Ocean Hound radioed Dover coastguard at 22.18 GMT, asking for permission to cross a separation zone between two shipping lanes.

Mr Musson, who showed the inquest a video of shipping echoes which appeared on the radar screen, said it showed the trawler taking "a perfectly proper course" across the separation lane. It then stopped and altered course.

The vessel's radar echo merged with another, something which happened many times a day. But the radar failed to pick up any further echo from the trawler. Coastguards had to assume that there was no collision when echoes merged, said Mr Musson, because they could be up to a quarter of a mile apart.

But the time at which these two echoes merged on radar was the same as that shown on the Ocean Hound's clock, later recovered by divers from the sunken vessel. The vessel with which the trawler's echo had merged probably weighed up to 12,000 tons and was travelling at up to 14 knots, said Mr Musson, who added that it was impossible to say from which port it came.

The investigation branch report said the Ocean Hound's emergency beacon began transmitting at 0503 when she sank, possibly after being hit by another vessel. The jury was shown underwater video film taken by the investigation branch which showed damage to the trawler.

Keith Dixon, who carried out the branch's investigation, said that Ocean Hound had suffered a tremendous impact in the initial collision. He said that it had caused damage to the bow, a "very strong part of the vessel". The inquest continues today.

Research will tell men from the boys

By NIGEL HAWKES
SCIENCE EDITOR

THE University of Glamorgan is looking for an anthropologist to tramp the pavements of South Wales in search of the secrets of the male ego. The man or woman chosen for the £14,126-a-year research fellowship will observe young men in pubs, clubs and on street corners for a project on the link between masculinity and violence.

The university, recently elevated from the Polytechnic of Wales, is looking for an ethnographer or anthropologist skilled in observation and in life-history interviewing for the potentially hazardous assignment. A black belt in judo and a strong head for alcohol might also come in handy.

Dr John Beynon, reader in communication studies at the university, said that the project aimed to "decode masculinity, the process by which we are shaped as men". New thinking about gender politics and cultural studies will be used to try to understand why it is that young Welshmen so enjoy the sound of breaking glass.

In South Wales, he said, men are brought up to be tough — and often violent — to each other, to women, and to the police. It is by no means unique in that respect. "We are interested in finding out how different concepts of masculinity have been constructed," he said.

"I see the world in a certain way because I was brought up in a middle-class Welsh household in the 1950s, where one absorbed a lot of the mythologies of the war. But some young men are brought up to speak with their hands. Their notions of masculinity are all to do with being tough. We want to understand how that happens, and to confront them with the consequences of their violence."

they account for 70 per cent of contraception. In developing countries, the WHO estimates, 60 per cent of people have access to at least one modern method of contraception. There are wide regional variations, with 95 per cent in East Asia having access, but only 9 per cent of those in sub-Saharan Africa.

In spite of the progress, there are some 300 million couples in the world who do not want more children but lack access to family planning services. Of the 910,000 million conceptions that happen every day, about half are unplanned. Every day there are 150,000 abortions, a third of them in unsafe conditions, and 500 women die as a result of abortions that go wrong. "Unsafe abortion is one of the great neglected problems in health care in developing countries," said Dr Fathalla.

Despite the successes of the past 20 years, fertility exceeds replacement level, so populations will continue to grow. "Even if couples decided at this very moment to have no more than two children, world population would continue rising until the year 2050, because of the number of women in the reproductive age," he said.

Murdered PC 'noble example'

A SPECIAL police constable shot dead on a routine patrol was a shining example of the nobility of human nature, a bishop said at his funeral yesterday.

Glenn Goodman, 37, was killed as he and PC Sandy Kelly, 32, questioned the occupants of a car near Tadcaster, North Yorkshire, on June 7. PC Kelly is recovering in hospital from four bullet wounds.

The killing was a dreadfully evil act, the Right Rev Humphrey Taylor, Bishop of Selby, said at the funeral at Selby Abbey. "A fine man, a loving husband, father and son, was killed in the prime of his life. With the grief there is a sense of outrage at the appalling wickedness of his murder."

Among the congregation, which included dozens of police officers, was Mr Goodman's widow Fiona, 32, and their 11-month-old son Tom.

Two men arrested under the Prevention of Terrorism Act have been remanded in custody in connection with the incident.

Tribute: Fiona Goodman holding the police hat of her husband, Glenn, at his funeral yesterday

OTHER BANKS ARE STILL NOT PUTTING US ON THEIR TABLES.

from one important factor... to another

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Balance	£500	£2,500	£5,000
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LLOYDS Classic	£5.00	£50.50	£152.00
NATWEST Current Plus	£7.55	£37.75	£75.50
TSB Interest Option Account	£12.50	£62.50	£125.00
FIRST DIRECT Cheque Account	£17.80	£101.75	£229.50
Bank of Scotland BANKSAVE PLUS	£27.50	£171.00	£342.00

Figures correct at time of going to press. All rates are subject to variation. Bank of Scotland gross interest rates are net of basic rate tax to eligible non-tax payers.

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High-risk inmates moved

By RICHARD FORD
HOME CORRESPONDENT

SIX high-risk inmates were removed from Aylesbury young offenders' institution after loopholes in security were discovered during an inspection, according to a report published today.

The flaws were noticed only days after Nessim Quinlivan and Pearce McAuley, the IRA suspects, had escaped from Brixton jail, south London, last July. Judge Tuzum, the chief inspector of prisons, warned Kenneth Baker, then home secretary, that the perimeter wall at Aylesbury was too close to buildings holding prisoners and that the gate was inadequately secure for category A inmates.

Kenneth Clarke, the home secretary, said that the security difficulties had since been solved.

Father jailed for starving daughter

A FATHER who beat and starved his four-year-old daughter and locked her in a stinking bedroom for months on end was jailed for two years yesterday.

The man aged 29 and his 25-year-old wife gave the youngster a plastic carrier bag for a pillow and one filthy blanket. When social workers found her she was covered in bruises and undernourished, weighing only as much as a 21-month-old baby.

After her rescue, the girl devoured all the food she was offered and gulped down glass after glass of orange squash. Oxford Crown Court was told. She is now with foster parents. The couple, from Banbury, had four other sons who were all loved and well cared for.

The unemployed father, who admitted assault, was told by Judge Leo Clark: "A prison sentence marks the

revulsion that society feels for your behaviour towards a small, defenceless child. In temper you grabbed her much too hard and hit her much too hard. No one can assess precisely how that little girl is likely to suffer."

Sentencing the mother to 18 months, suspended for two years, after she admitted a cruelty charge, the judge added: "You were dominated by your common law husband a much too great extent. You gave in to him and his wishes and had babies much too soon after each other as a result of his desires and an earlier hearing Adrienne Redgrave, for the prosecution, said that a child minder saw bruises on the child and alerted social workers. They went to the house with police and found the child lying on the floor in a small, locked bedroom."

Earth moves but world fertility falls

Greater access to birth control has led to a steep decline in global population growth, Nigel Hawkes reports

MORE than 100 million acts of sexual intercourse take place every day, the World Health Organisation has calculated. They result in 910,000 conceptions and 356,000 incidences of sexually transmitted disease. No count has been made of the proportion in which the earth moved.

The figures, believed to be the first official estimate of global sexual activity, are contained in an upbeat report to mark the twentieth anniversary of the WHO's programme in human reproduction. Despite all the alarms about population growth sounded at the Earth summit in Rio de Janeiro, the report shows "unprecedented" declines in world fertility rates over the past 20 years — from an average of 6.1 children per woman to 3.9 — combined with spectacular increases in the use of contraceptives.

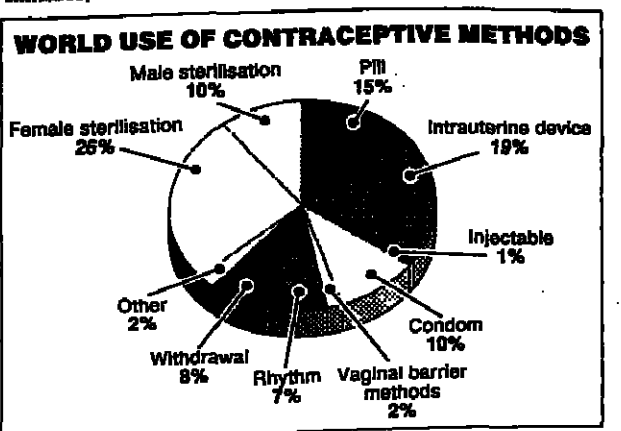
In developing countries contraceptive use has increased from 9 per cent in 1965-70 to 50 per cent in 1985-90. In East Asia, the report says, the rise was even more dramatic and its contraceptive use exceeds that in developed countries. In consequence, fertility has fallen more rapidly than ever before. The report cites a study showing that in the

United States, where high birth rates were the rule in the nineteenth century, the fertility rate took 58 years to decline from 6.5 to 3.5. In Indonesia the same change took 27 years, in Colombia 15 years, in Thailand eight and in China seven.

The growth in contraceptive use had been the most significant development in reproductive health over the past few decades. Dr Hiroshi Nakajima, the WHO director-general, said. It had benefited individuals, families, societies and the

world at large, he added. The author of the report, Dr Mahmoud Fathalla, said: "The progress has really been quite striking."

Female sterilisation is the most widespread form of contraception, accounting for 26 per cent. The use of intrauterine devices at 19 per cent is the second most common, with the pill third at 15 per cent. Male sterilisation accounts for 10 per cent of contraception. Condoms are more popular in developed countries, particularly in Japan, where



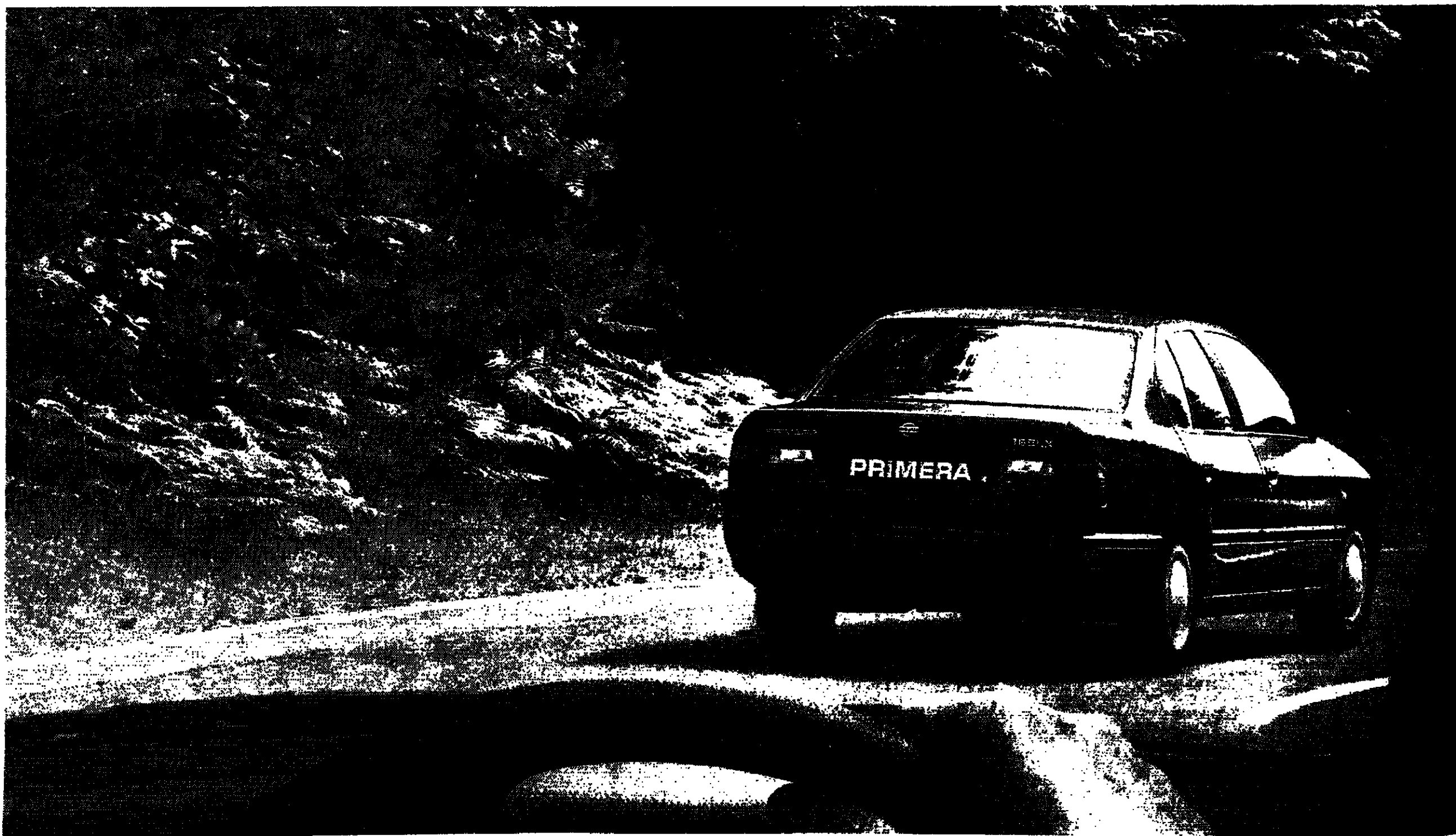
The car in front of the Toyota is a Nissan Primera



Don't just take our word for it, 'Autocar & Motor' have just tested the new Carina 1.6 GLi and despite Toyota's best efforts the Primera remains the magazine's choice in this sector. The Nissan Primera is not just in front of the Toyota, it leaves trailing in its wake the Ford Sapphire, Vauxhall Cavalier, and the Rover 416. Autocar & Motor's verdict on the Primera 1.6 SLX - 'Fast, frugal, comfortable and well built, there is a host of reasons why it should appeal...' The UK built Primera saloons and hatchbacks are available

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Cut-p
cinem

DISCOUNTS

NEWS IN BRIEF
**Man killed
in hydro
explosion**

Bowbelle ruling

Gunman jailed

Paintings stolen

Cultural trends

Cut-price seats help cinemas to best year

BY SIMON TAIT, ARTS CORRESPONDENT

CINEMA is beating television in its search for new audiences, in spite of the effects of the independent television franchise competition, which was expected to boost viewing.

Television's "reach" is close to saturation, while discounting by cinemas is filling seats, according to the Policy Studies Institute's latest *Cultural Trends* report.

The report shows that 94 per cent of the population watches television at some time in the week, a figure which has barely changed since 1985. Daily reach is reducing, from 79 per cent in 1985 to 77 per cent in 1990.

The findings are a blow for those bidding for the Channel 5 franchise before next month's deadline. The existing audience needs to be watching more television for future growth. The report says: "Unfortunately, the figures give little comfort in this respect."

They show that average time spent watching the four terrestrial channels in 1985 was 26.6 hours a week per person, while by 1990 this had fallen to 23.8 and in the second quarter of 1991 to 22.4 hours.

The television audience has wider choice now, with cable and satellite broadcasts received in 2.37 million homes by March this year, a penetration of almost 11 per cent.

But there is little evidence that cable, satellite or "time-switch viewing" (video-recording programmes to be watched within a week of broadcast) are finding new viewers. Reduced viewing figures for independent tele-

vision and BBC suggest that cable and satellite channels are being watched instead of, not as well as, the old ones. "The promise of the franchises may come to nothing because there simply isn't the commercial environment," Jeremy Eckstein, co-author of the report, said.

Cinemas appear to be finding new audiences, thanks to increasingly sophisticated discounting. Last year for the first time there were more than 100 million seats sold, and admissions generated an estimated revenue of £301 million.

There has been no appreciable customer resistance to price rises on full admission, possibly because of discounting. The full price for seats in West End cinemas last year has risen almost three times since 1981, with an acceleration since 1987. While the retail price index rose by 30 per cent between 1987 and 1991, admission prices went up by 57 per cent.

But discount screenings in the West End grew almost ten-fold from 69 in 1982 to 607 this year. Although there was a dip in the number of full-price screenings in the mid-eighties, this year there will have been 25 per cent more screenings than in 1982, a quarter of them discounted. Discounts are being varied according to the day of the week and the time.

The report says that the cinema is the United Kingdom's most popular cultural activity outside the home. It says that going to the pictures appears to be holding its own against watching a video cassette, even though the propor-

tion of households with video recorders more than doubled between 1985 and 1990, from 28 to 59 per cent.

Cinema's growing popularity in Britain is not being reflected in the home film industry. The *Cultural Trends* report shows that none of the top 20 films in the United Kingdom last year was British.

While cinema attendances were worth £301 million last year, American films accounted for more than 80 per cent of admissions.

Wulf Stevenson, director of the British Film Institute, said: "Most successful films seen in the UK are not produced or financed here. US companies also dominate distribution and the video market, so money generated from cinema in the UK is simply returned to the US."

The most successful film in British cinemas last year was *Robin Hood: Prince of Thieves*, followed by *Terminator 2: Judgement Day* and *The Silence of the Lambs*.



Animated: the Duchess waving to Princess Beatrice at school sports yesterday

Duchess signs cartoon deal

BY ALAN HAMILTON

FIRST *Twelfth Night*, then *A Midsummer Night's Dream*, and now *Budgie the Helicopter*. The Duchess of York, who has an interest in becoming a woman of independent means, has signed a potentially lucrative deal to turn her anthropomorphised flying machine into a children's television cartoon.

Budgie wears an inane grin and a baseball cap, and rushes about rescuing people. The Duchess published her first *Budgie* book in 1989, inspired no doubt by the exploits of her husband, who flew helicopters for the Royal Navy in the Falklands campaign. Since then there have been three more *Budgie* books, all highly successful, and there are said to be eight more awaiting issue by the Duchess's publishers, Simon and Schuster.

Budgie was being touted around this year's Cannes film festival, with the Duchess's Texan millionaire friend John Bryan acting as her agent. Film rights have been bought by Sleepy Kids, an independent British pro-

duction company which will make the cartoons for showing, probably on independent television, and for the home video market.

Mrs Vivien Schragger-Powell, joint managing director of Sleepy Kids, said yesterday: "Budgie is a famous character through the publishing which already exists. To animate this character is a natural progression, and we are delighted to have been chosen."

Besides the cartoons, the deal provides for the merchandising of *Budgie* toys, T-shirts, mugs and other spin-offs. Industry sources estimate that the Duchess could make £3 million, and all without turning her former home at Sunninghill Park into a Eurobudgie theme park.

Future *Budgie* books, and the credits on the forthcoming cartoons, will carry an important change in the author's name. Her royal highness, as she was titled on the first editions before her status was diminished by separation from the Duke, will henceforth appear as Sarah, Duchess of York.

	1982	1985	1992
Discounted screenings per week	69	236	607
Full price screenings per week	1,884	1,759	1,951
Total	2,053	1,995	2,558
Average screenings per week per cinema	54	55	73
Discounted screenings as a percentage of all screenings	3.4	11.8	23.7
Average ticket prices (£)	3.00	3.26	5.14
Average ticket prices after adjusting for discounted screenings (£)	2.97	3.15	5.86
Percentage of all cinemas offering time-specified discounts	18	44	69

Source: PSI analysis of prices listed in editions of Time Out

Man killed in hydro explosion

A WORKER was killed and another injured in an explosion at a hydro-electric power station in North Wales yesterday. The injured man staggered down a hillside in Snowdonia to raise the alarm, in spite of head and leg injuries and shock.

His cries for help were heard by a postman. The men had been carrying out minor maintenance at a valve house near Maentwrog power station in Gwynedd.

Bowbelle ruling

Charges of manslaughter were dismissed yesterday against the owners and managers of the Thames dredger *Bowbelle*, involved in the *Marchioness* pleasure boat sinking in which 51 died in 1989. Sir David Hopkin, chief metropolitan stipendiary magistrate, said a private prosecution by a victim's husband failed to satisfy him that there was sufficient evidence to commit any of the defendants for trial.

Gunman jailed

Roger Amos, a jilted husband who kidnapped his wife's lover, Donald Stewart, and shot him in the hand after holding him at gunpoint during a 30-hour siege, was jailed for 12 years yesterday. The jury at Newport Crown Court found Amos, 40, of Newport, Gwent, guilty of wounding with intent, kidnapping and possessing a shotgun with intent to endanger life.

Paintings stolen

Police were investigating yesterday after a painting by Prince Charles was stolen from an exhibition at St Donat's Arts centre at Llantwit Major, South Glamorgan, during daylight hours. The limited-edition lithograph, valued at more than £3,000 and showing a view of Balmoral Castle, had been lent for a charity show. It was ripped off the wall with two other paintings.

Steel men clock off after 30 years

BY KERRY GILL

THIRTY years of steel-making at the Ravenscraig complex in Scotland ended yesterday when men on the last shift pulled off their overalls and trudged down Carlin Road to the Era Bar. Hardly one of those who entered the pub gave a backward glance at the silent blast furnaces which have dominated the Motherwell skyline since Harold Macmillan's premiership.

Ravenscraig was created, with the long-gone Linwood car plant and the former BMC lorry and tractor factory at Bathgate, largely to create work in central Scotland. By the mid-seventies the plant employed 13,000. Last week there were fewer than 1,200. Terminal facilities at Hunterston, Ayrshire, will close, with the loss of 70 jobs, and the knock-on effect could cause several thousand more redundancies.

Claude Fleming, a ladleman, will start a horticultural course at British Steel's expense. "We feel very sad but also betrayed," he said. Another worker, Tommy McNab, said: "We are all sickened with the way we were treated. British Steel promised that Ravenscraig would stay open until 1994."

Those employed directly by Ravenscraig are said to expect up to £40,000 redundancy money. One man said: "A lot are buying new cars, or drinking it, or going into businesses which won't work. It may seem a lot of money, but it won't last long in this town with little chance of another job."

John Major has twice said that the government would not abandon the area. Last night it approved a £9.7 million contribution by Lanarkshire Development Agency to the Channel tunnel freight village at Mossend. Archie Bethel, the agency's chief executive, said: "The closure of Ravenscraig demonstrates that we must look forward to new industries."

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Bottomley wins fight over funds for elderly

By JILL SHERMAN, POLITICAL CORRESPONDENT

VIRGINIA Bottomley, the health secretary, has won her battle to earmark funds for community care so that councils will not be tempted to spend the money elsewhere.

It is understood that the Treasury has now agreed to ring-fence the money through specific grants to local authorities to ensure that the cash goes directly towards setting up schemes to help elderly people live at home.

Details are still being worked out, but Westminster sources yesterday made it clear that Mrs Bottomley had won the principle of identifying funds rather than letting the cash be distributed in the general revenue support

grant. The decision followed a meeting of all the cabinet ministers concerned, which was hastily convened at Downing Street on Tuesday.

The grants are not expected to cover the whole cost of the policy, some of which is being funded from a transfer from the social security budget, but will concentrate on specific aspects such as start-up costs for assessing the type of care that individuals need. One option being considered is to put a time limit on the grants, to cover the first two or three years of the policy, which comes into effect next April.

The decision to earmark funds has been vigorously opposed by the Treasury and the

environment department ever since the community care plans were first proposed by Sir Roy Griffiths, then Mrs Thatcher's adviser on health. Mrs Thatcher did not accept Sir Roy's recommendation then that the money should be earmarked, arguing that local authorities should have the autonomy to decide where money was best spent. Earmarking the money reveals the exact amount the government is willing to put into a scheme, laying it open to criticism.

Mrs Bottomley's unexpected victory follows fierce lobbying by local authority groups and MPs on both sides of the House who argued for ring-fencing. Two years ago the House of Lords also supported earmarking funds.

The Treasury may, however, trade this concession with restricting money for the reforms, which it concedes are going to be costly. The health department has put in a bid of about £400 million for the reforms, to include local authority and health spending, on top of the £400 million which will be transferred from the social security budget. In a tight spending year, Michael Portillo, the chief Treasury secretary, will be keen to keep as tight a rein as possible on any new policy spending.

Under the reforms, elderly people who in the past would have gone into residential care will be given a full assessment and individual care plans. Although some will still go into residential accommodation, now funded by local authorities rather than through social security payments, others will be able to live in their own homes with support from expanded community services.

The reforms, which are to go ahead as planned next April, have been dogged by problems over the past few years. Originally expected to be implemented in April 1991, alongside the health reforms, they were delayed because of fears that they would lead to soaring poll tax bills.

Lords told of need for 'good parents'

By ARTHUR LEATHLEY

A NEW age of "good enough" parenting is needed to curb bad behaviour among young people, Lord Joseph, the former Conservative cabinet minister, said yesterday.

There was also a need for voluntary bodies to help parents guide their children so that the process of "good parenting" would continue through another generation. Opening a Lords debate on the bringing up of children and involvement of voluntary bodies, Lord Joseph said: "It has always been hard to be a good parent; it is harder now." He added that most people had experienced the benefits of being well brought up and were able to pass it on to their children.

Although the government could do nothing directly to alter parental behaviour, ministers should realise that their policies could influence parents. Respect for parenthood was required, as was a need to stop disparaging marriage.

Without good parents, there could be a "spiral of demoralisation" within fam-

ilies and he praised voluntary bodies already offering important help by visiting families in their own homes. Social services departments were often overwhelmed by crises and their preventive role often seemed "doomed by underfunding".

Baroness Blackstone, for Labour, complained about the "absolutely disgraceful" freezing of child benefit, the lack of adequate child care and the "national scandal" of three million children living in poverty. She called for more efforts to be made in teaching adolescents about the realities of parenthood. People were not aware of the costs of bringing up children and the increase in the number of single parent families made the problem more acute.

The Bishop of Coventry, making his maiden speech in the Lords, underlined the important work the church did in helping families, particularly in building up the confidence of families.

Pledge to parents, page 8

Cabinet shares show brisk trading

POLITICAL NOTEBOOK
By ROBIN OAKLEY

In the City they used to say "sell in May and go away". We never imagined that it could come to seem appropriate in politics too. Labour's interminable leadership contest has left a vacuum in opposition. The lack of urgency about a legislative programme stretching through to July 1993 has added torpor to the normal sluggishness of post-election politics. For most departments politics is not at present a main road activity, more a matter of sauntering along the pavement blocking the ears as European juggernauts roll by.

Thank heaven, then, that politics is about personality too. Performance is still a topic on the Westminster terraces. And the pattern of the new cabinet is beginning to be set.

John Major, most agree, has a new confidence at the despatch box. There is more light and shade, the occasional flicker of humour. He produced a deft one-liner this week in response to a Labour complaint about Michael Heseltine's tardiness in replying to an MP's letter. But colleagues wonder whether the collegiate style goes a little too far at cabinet. Some say there should have been a sharper response to the Maastricht doubters within his government. They are playing grandmother's footsteps with him and some feel that without a sacking or two Mr Major will not consolidate his authority.

Douglas Hurd has had his least comfortable patch as foreign secretary. Politics is fingertips as well as cerebrum and he was slow to sense what had been released in the Tory ranks by the Danish referendum result.

The creases in Mr Hurd's brow have developed deeper furrows, the pauses before his interview answers have lengthened and just a touch of irritation with the daily necessities of party massaging has shown through. But the selling of Hurd's has been overdone. The deep professionalism is reasserting itself. Foreign Office hands have noted with satisfaction that you cannot even now insert so much as a cigarette paper between the views of prime minister and foreign secretary on matters European. It is time, in a gentle way, to start buying Hurd's again.

Michael Heseltine is yet to show his paces as president of the Board of Trade. But there is a developing market in Clarks. Home Secretary Kenneth Clarke figures significantly in every conversation about the outcome of a brush between prime minister and No 11 bus. The left claim him still, but the right ad-



Clarke: trusted to fight for frontier controls

mire him too for his obvious possession of what the Spanish call *cojones*.

There is no keener European in the cabinet, yet the backbench sceptics trust Mr Clarke to fight the good fight on frontier controls. But it is early days yet. To emerge from the Home Office with reputation enhanced you have to be good at spotting trouble on the way and heading it off. Mr Clarke's style is more to slug it out when it gets there.

It may seem strange to call the Chancellor of the Exchequer an underrated debater. People forget that Norman Lamont has rarely lost a round to John Smith, the man now considered a foregone conclusion for his party's leadership. Mr

Lamont had a good election. He was the one who insisted that his party focus on the threat to the average taxpayer of Labour's spending plans. As the Euro-sceptic nearest to the top Mr Lamont has a totem value too. While some praise him for holding his nerve on interest rates, the question is whether Mr Lamont can sustain the nerve of backbenchers too. The troops are growing restive once more at the slowness of recovery. It might be time to shade a holding in Lamont's for a while.

John Major's ladies have surprised some who thought that gender might have sped them sooner to the cabinet than their record deserved. Colleagues say that Virginia Bottomley, the health secretary, has proved a tougher decision-maker than she looked as minister of state now that the buck stops with her. Gillian Shephard, who stuck somewhat doggedly to her brief at the Treasury, has stood up to senior colleagues over the 48-hour week.

William Waldegrave, looking rocky at election time, appears to be consolidating as minister of public service and could benefit from Chris Patten's temporary removal from the scene by emerging as one of the cabinet's licensed thinkers.

The man with the most difficult task for the moment is David Mellor, the national heritage secretary. Mr Major would not have put Mr Mellor, a good chum and one of his best communicators, in what he perceived to be a backwater. But Mr Mellor, who has shown good humour and restraint so far in the face of all those jokes about the Ministry of Free Tickets, faces an uphill struggle in getting his department taken seriously.

Since his department is due to spend the proceeds of the national lottery he may have difficulty winning the funds he needs in the meantime from the Treasury, for all his expertise as a former chief secretary. Mr Mellor remains a stock to buy, but do so and salt them away for a while.

Council capping secrecy attacked

By DOUGLAS BROOM
LOCAL GOVERNMENT CORRESPONDENT

MICHAEL Howard, the environment secretary, was accused of making a mockery of government pledges of more open government after he refused to disclose the basis on which decisions about poll tax capping are made.

The environment department said no detailed explanation would be given of Tuesday's decision to allow three capped councils to spend a total of £8.54 million more than their capping limit rejecting appeals from another five.

Bryan Gould, Labour's shadow environment secretary, said yesterday that through their extensive capping powers ministers now had direct control over the spending decisions of every council in Britain.

"It is unacceptable that capping appeals have become kangaroo courts," he said. "Councils have no idea what the procedures are or what criteria are used to decide appeals." He called on Mr Howard to explain his decision to the tens of thousands of citizens affected by it. "His failure to do so makes a mockery of John Major's promise of more open government."

In the Commons yesterday, Robin Squire, environment under secretary, said that plans were well in hand for bills for the new council tax, which replaces the poll tax, to go out by April 1 next year.

MPs were considering regulations providing local authorities in England with a grant of £85,970,000, or 75 per cent, towards the revenue costs of bringing in the tax. In Wales local authorities will get £5,985,000.

David Blunkett, the shadow local government minister, said the government was giving councils too little time to introduce the new tax. "The belated way this whole council tax saga is being handled is very reminiscent of the shambles we had with the poll tax. I am tempted to say, 'here we go again'."

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هكزمن الأصيل

Move to end union block vote shelved

By JILL SHERMAN, POLITICAL CORRESPONDENT

NEIL Kinnock's plan to abolish the trade union block vote for the selection of parliamentary candidates was shelved for at least 12 months yesterday to avoid an embarrassing defeat at the party conference for John Smith, who is then expected to be party leader.

Labour's national executive committee effectively reversed a decision it had taken last month when it supported a one member, one vote proposal which was to be put to this year's conference. This would have led to candidates being chosen under the new system from next summer.

At its meeting yesterday the NEC voted 13 to 8 to put the proposal — which Mr Kinnock has fought for throughout his leadership — into a wide ranging enquiry examining links between the party and the unions. The enquiry, which will have a top-heavy union representation, will also examine the block vote at party conferences and the Labour leadership, and affiliation fees.

Party sources said the enquiry would look at modernising the links but there was no question of a "divorce" with the unions.

The enquiry, which will take until the end of this year, would postpone any change in selecting candidates until after the 1993 party conference. The one-member, one-vote proposal would abolish the trade union block vote, which is worth 40 per cent, in the selection and reselection of candidates, reserving the vote for individual, fully paid-up members of the party.

Mr Kinnock said the move to include the one member one vote plan in the enquiry did not negate the NEC decision last month. "For me one member one vote defines a belief and not merely a change in voting arrangements for the Labour party," he said. There was an urgent need to adopt the system, and the party would not serve

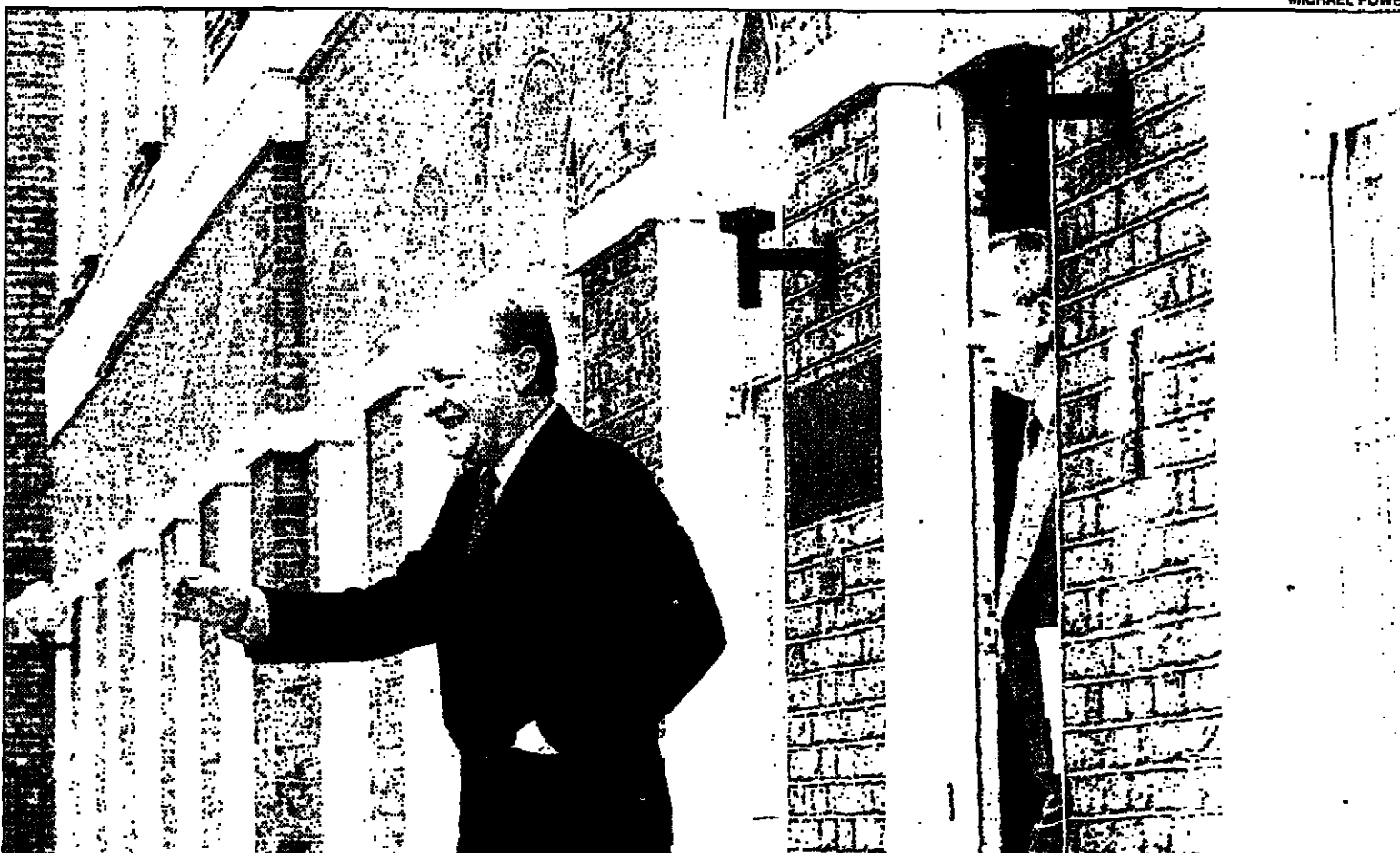
itself well if selection and reselection processes were delayed to the summer of 1994. Mr Kinnock said the party should adopt the procedure as soon as possible after the 1993 conference.

The decision was criticised later by MPs who had voted against the move and trade unionists who accused of the party of "fudged compromises". Clare Short, MP for Birmingham Ladywood and a supporter of Bryan Gould's bid for the Labour leadership, said the delay was prompted by John Smith's leadership camp. "It was right last time and it is right this time."

Bill Jordan, president of the Amalgamated Engineering and Electrical Union, said he was not prepared to accept postponing the reforms. "It is astonishing that within weeks of an election result that sent the party an unambiguous message, the NEC is prepared to reject the clear voice of the British public."

Yesterday the Electrical, Electronic, Telecommunications and Plumbing section of the ABEU submitted a motion for the party conference which recognises that affiliates and branch parties should have a role in nominating candidates, but insists that the final choice should be made by individual party members. Paul Gallagher, general secretary of the section, said: "We have had enough of the fudged compromises of the past. We are demanding a clear and immediate move towards a genuine members' party."

The review team will include seven union representatives, five MPs, one academic and the party chairman, who will be a union official from October. There are now doubts that Bill Morris, general secretary of the TGWU, will sit on the team after reports that he was furious that details of the review group were leaked to newspapers before he was consulted.



Striding out: Neil Kinnock leaves Labour's Walworth Road headquarters after his last national executive committee meeting as party leader

Kinnock would consider offer of Brussels job

By SHEILA GUNN, POLITICAL CORRESPONDENT

CLOSE friends of Neil Kinnock disclosed yesterday that he would seriously consider the offer of a job as one of Britain's European Commissioners after he stands down from the Labour leadership next month.

A senior government source also made clear that neither John Major nor Douglas Hurd was likely to voice any objection to endorsing Mr Kinnock to replace Bruce Millan, 65, in Brussels at the end of the year. It would be up to the new leader of the Labour party, almost certainly John Smith, to put his name forward to the prime minister.

Mr Millan's four-year contract is coming up for renewal and the former Labour MP has confirmed that he would not stand in the way of Mr Kinnock taking over the post as the EC's regional policy

commissioner at a salary of £75,000. Britain has two commissioners, the former Conservative cabinet minister Sir Leon Brittan, and Mr Millan, on the 17-strong Commission.

Although government sources said they did not want to become embroiled in what is essentially an internal Labour party issue, the prime minister would be likely to endorse the candidate put forward by Mr Smith in place of Mr Millan.

Mr Kinnock's friends insist that the idea of a move to Brussels did not originate in the Labour leader's camp, but they are doing nothing to kill speculation. One aide said: "I don't think he even thought about it until someone else put forward the idea. But now it is sinking in, the idea certainly seems to have many attractions."

MPs put pressure on Lamont

By SHEILA GUNN, POLITICAL CORRESPONDENT

NORMAN Lamont could face a rebellion by senior Tory backbenchers next month unless he announces new initiatives to revive the stagnant housing market or cuts interest rates.

A group of 26 Conservative MPs, five of them former ministers, put their names to a Commons motion yesterday demanding an extension to the eight-month "holiday" for stamp duty on house sales. Many of the same MPs have also been urging the Chancellor privately to reduce interest rates below 10 per cent to boost economic activity.

Their public declaration of disquiet indicates that the post-election euphoria on the Tory benches is wearing thin as the recession retains its grip, particularly on the construction industry.

Labour also disclosed yesterday that its Treasury team was likely to put down an amendment to the Finance

bill for debate in the Commons on July 6 or 7, either to extend the moratorium on the 1 per cent stamp duty on properties sold for less than £250,000 or to set a new threshold. If the Tory MPs supported such a Labour amendment, it could wipe out the government's overall majority of 21.

The Commons motion praises the record of Conservative governments on home ownership but warns ministers of the continuing plight of the private housebuilding industry. It raises concern that "though ministers have rightly indicated that the economic factors are in place for a revival of the industry, it has not yet manifested itself in increased sales and activity; endorses the government's view that the industry must be in the forefront of leading the economy out of recession; and hopes that the government will provide early assistance

in that regard, especially by a further extension of the moratorium on stamp duty."

Among the signatories are Sir Malcolm Thornton, Sir Michael Neuber, Bob Dunn, Sir Gerard Vaughan, John Butcher, Barry Porter and William Powell.

Mr Lamont announced the eight-month moratorium in December to kick start the housing market. It ends on August 18 when the exemption on stamp duty will apply only to property transactions less than £30,000. Earlier this month Mr Lamont ruled out an extension. Government sources yesterday emphasised that the prime minister and Mr Lamont agreed that the "holiday" would end in August. Any change to that would require parliamentary approval before the summer recess. They also denied any dispute between Mr Major and the Chancellor on interest rates.

AROUND THE LOBBY

Crown's exemption may end

The government is to issue a consultation document about ending the crown's exemption from planning controls. Sir George Young, the housing minister, said in a written reply. In most circumstances the crown, which includes government departments and Parliament, is exempt from planning controls, although in practice developments are submitted to the local authority. Michael Howard, the environment secretary, now believes that the exemption should end.

Bank birthday

A £2 coin is to be minted in 1994 to mark the nine-hundredth anniversary of the founding of the Bank of England. Norman Lamont, the Chancellor, announced in a written reply. It is not intended that it should go into general circulation, although standard versions will be available at face value and collectors' versions will be issued in precious and base metals.

Defence staff

The defence ministry employs nearly 130,000 civilians excluding causal staff and local employed civilians overseas, but the strength of the regular forces is set to fall to 265,600 by the end of the next financial year. Jonathan Aitken, defence procurement minister, said in a written reply.

Parliament today

Commons (2.30): Questions: Northern Ireland. Debate on the Earth Summit. Lords (3): Human Fertilisation and Embryology (Disclosure of Information) Bill, committee. Prisoners and Criminal Proceedings (Scotland) Bill, report.

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there is 'The Royal Anniversary Challenge' in which adults can help the young, the elderly or those with special needs. The regional winners will be announced in October and The Queen and Prince Philip will present the national prizes at St James's Palace in November.

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special surprises, such as the appearance of the Gold Coronation Coach, a Harrier aircraft and some we'll keep secret for now.

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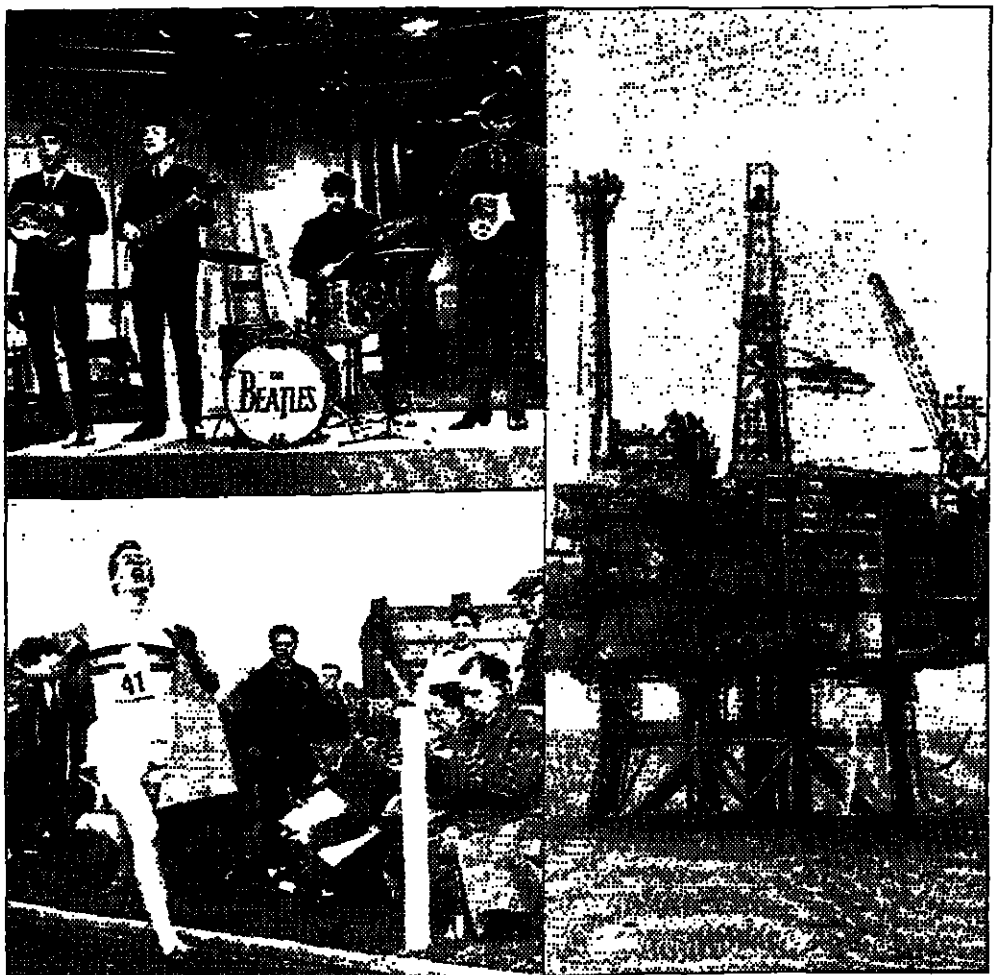
The Great Event will then close with a dinner designed by Anton Mossiman.

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'These Cinderella-children of the education service are victims of under-funding, bureaucracy and indifference'

Special needs pledge given to parents

By JOHN O'LEARY, EDUCATION CORRESPONDENT

A STINGING indictment of services for pupils with learning difficulties has brought promises of action from the government to speed up local bureaucracy and give parents more control over their children's education.

A report by the Audit Commission and Her Majesty's Inspectorate, published today, found that some local authorities were taking more than three years to issue statements detailing pupils' special educational needs, rendering the process "virtually worthless". Even the most efficient authorities were failing to meet the government's guideline of six months to assess children.

The report describes serious deficiencies in provision which may be required by one child in five. Changes are recommended from central and local government to secure value for £1.5 billion of public expenditure.

The Assistant Masters and Mistresses Association said: "These vulnerable pupils are the Cinderella-children of the education service. They are victims of under-funding, local bureaucracy and central government indifference."

Eric Forth, the schools minister, promised wide-ranging proposals to improve the system. Parents would be given a

choice of schools, appeals would be simplified and local authorities would be consulted on ways of defining a level of need to trigger the process.

The report calls for clearer definitions of special needs, legal time limits for producing assessments and statements for the most needy, and rigorous inspection of schools to provide accountability on children's progress.

The study highlights inconsistencies between local authorities in the numbers of children judged worthy of extra help. The proportion issued with statements of special needs varied from 0.8 per cent to 3.3 per cent.

When statements do appear, they are often so vague that it is impossible for parents to check if their children are receiving the extra help required. "According to many LEAs, this vagueness is deliberate because statements can lead to open-ended financial commitments which LEAs, faced with finite budgets, cannot provide."

The report puts much of the blame on a lack of incentives for local authorities to process potentially costly statements quickly. Some educational psychologists are carrying out only one assessment a week.

Financial difficulties are exacerbated by local authorities' reluctance to transfer resources with pupils who move from special schools to mainstream classes, where more than a third of the 170,000 "statemented" pupils in England and Wales are educated. Inspectors judged that lessons were almost equally as effective in ordinary and special schools, although they did not support full integration of all pupils.

The report is based on an analysis of 12 LEAs and 77 schools, 160 interviews with parents of children with special needs and visits to a further 12 authorities. The authors say that no assessment of the overall financial needs of the service is possible until inefficiencies are rectified. Changes in the system will be needed, regardless of any changes in education authority responsibilities after next month's white paper.

Jack Straw, Labour's education spokesman, said that the report demanded urgent and co-ordinated action from ministers and local authorities. "What this report highlights above all is that the Conservative's market-based approach to education inevitably produces casualties — and many of those are special needs children."

Parliament, page 6

Red tape frustrates family

A boy with learning problems waited years for a suitable school to be found, Matthew d'Ancona writes

Ken Roberts, a van driver, has experienced all the frustrations and fears of a parent of a child with special needs.

Christopher, his ten-year-old son, has epilepsy, a poor memory and learning difficulties, and has been through the mill of special needs provision. Only this year has a suitable school been found — St Piers in Lingfield, Surrey, an independent school for children with epilepsy and other neurological disorders.

Last year his parents feared he would be sent to a boarding school. Mr Roberts, of Lewisham, southeast London said: "In the early hours of the morning, we cried ourselves to sleep. I kept telling the council that we didn't bring a child into this world to put him into care."

In 1987, Christopher was moved from his primary school to Brent Knoll in Lewisham, a school for delicate children, after a series of complaints from teachers. But the difficulties and reports of aggressive behaviour continued. "We couldn't



Looking ahead: Christopher Roberts is at last at a school able to meet his needs

believe it was him: spitting, kicking and punching." Mr Roberts said.

He and his wife found the bureaucracy of assessment and school placement daunting. Conflicting messages from the education authority and medical advisers troubled

them further. "I wish somebody at the beginning had said 'we understand, we can help'." Mr Roberts said. Christopher is now a day-pupil at St Piers School.

Trevor Cook, special needs manager for Lewisham council, said yesterday that Chris-

topher, whose case has been chronicled by *Town Hall*, the BBC series, had been the victim of a slow response by the abolished Inner London Education Authority. The case illustrated the conflict which could arise between parents' wishes and the opinions of a child's teachers, as well as the expense of special provision, he said. Christopher's placement will cost the borough £16,000 per annum, out of Lewisham's special needs budget of £9 million, which is still £9,000 less than the cost of an extra teacher to help him in a mainstream school. In Lewisham, as elsewhere, a statement of special needs issued by the council represents a serious financial commitment.

Mr Cook said: "During the borough's cash crisis last year, I was more or less told to stop issuing statements which were seen as blank cheques. I had to stop for about nine months. To be honest, I want to do what's professional and reasonable, but it's the child which should be at the centre of things."

Lewisham took part in the Audit Commission's report and the council is confident that most of its recommendations have been implemented already.

Appeal on boy's case drags on

Matthew d'Ancona meets a couple fighting to keep their son in mainstream education

RICHARD Ford's parents have been educating him at home for the past two years after refusing to send him to the special school specified by Gloucestershire County Council. They want their son to stay in mainstream education and have appealed against the county's decision. The case is being considered by Baroness Blatch, the education minister.

Richard, 14, has moderate learning and speech difficulties. John Ford, his father, said yesterday that he and his wife had been misled when they allowed Richard to be assessed for a statement of special needs in 1988, expecting him to be given extra support in a mainstream school.

"We were led to believe that he wouldn't be sent to a special school. We were told that if we didn't get him a statement that he wouldn't get the special help he needed."

Mr and Mrs Ford said that the council had neglected its responsibility under section 2 of the 1981 Education Act to arrange that Richard be educated in a mainstream school and that his case had been unnecessarily delayed. The local authority no longer pays for Richard's speech therapy. His parents meet the cost.

They have made two appeals to the education department, the first in 1990, but have yet to receive a verdict. The case has been taken up by the Independent Panel for Special Educational Advice (IPSEA), a charity concerned with children's rights. John Wright, the administrator, said yesterday that the only action available to the parents was to seek a High Court review. "But the High Court will not hear the case until the secretary of state has reached a conclusion."

The education department said yesterday that consultations on the Fords' appeal were continuing. The county council said last night that it stood by its recommendation, made on extensive professional advice, to place Richard in a special school.

Mozart letter sold for £60,000

By SARAH JANE CHECKLAND, SALEROOM CORRESPONDENT

A NEWSY and loving letter from Mozart to his wife Constanze sold for £60,500 at Christie's in London yesterday. The price was high because correspondence between the composer and his wife is rare and because the letter was once owned by the great nineteenth century soprano Jenny Lind.

The letter was sent from Prague on Good Friday 1789 when Mozart was travelling to Berlin with his patron Prince Karl Liechtenovsky. He tells how he had just met the impresario Domenico Guardasoni in Prague and how they had discussed the possibility of a new opera. The composer writes: "He has practically arranged to give me 200 ducats..."

Guardasoni had already been impresario for the first performance of *Don Giovanni* in Prague 1787, and commissioned Mozart to compose *La Clemenza di Tito*. The letter shows the composer's tenderness to his wife. Mozart tells her he is "simply achting for news from you. Perhaps I shall find a letter in Dresden. Great God fulfil my wishes."

The anonymous buyer of the Mozart letter also paid £297,000 for a working manuscript by Schubert for his Quartet in B flat major.

The quartet was written in 1814 when the Schubert was 17 — and probably for the enjoyment of the composer and his instrument-playing brothers and father. It was published only after his death. The boast written next to the first movement, which says it was written in four and a half hours, was therefore not intended for public scrutiny.

At the same sale, an 1822 four-page sketch by Beethoven for his overture *Die Weihe des Hauses* sold for £33,000.

Russia wins world chess

The final scores in the World Chess Olympics in the Philippines were Russia 39 points and the gold medals, Armenia 34½ with a game adjourned, Uzbekistan 34 with a game adjourned and the United States 34 (Raymond Keene writes). Because of the adjournments, the destinations of the silver and bronze medals are unclear.

Iceland and Croatia scored 33½ and England, Ukraine and Georgia 33. England's late revival produced a 2-2 draw against the Russian team.

Nigel Short drew with Alexander Khalifman, Jon Speelman drew with Sergei Dolmatov, Michael Adams beat Alexei Dreev and John Nunn lost to Vladimir Kramnik, 16, described by Gary Kasparov as a future world champion. Kasparov's overall score was 8½ out of 10 with no losses.

Dog hunted

A stipendiary magistrate ordered Bradford's chief dog warden to find and destroy a Japanese Akita which savaged a boy aged 13. The owner, Raymond Sutcliffe, 37, who was fined £50 for allowing a dangerous dog in public, said the animal had been given to a security firm which claimed it had been sent abroad.

Skye bridge

The government gave permission for a £25 million toll bridge to Skye, following a public enquiry earlier this year. Building will start soon and take three years.

Death case

Poole borough council's solicitor said that it will prosecute American Express for health and safety offences after an executive fell to his death from a window at its offices in the Dorset town.

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هكزمن الأمل

Croatia rejects UN demand to pull out from seized land

FROM TIM JUDAH IN BELGRADE AND JOHN HOLLAND IN SARAJEVO

THE Croatian government was yesterday defying an ultimatum from the United Nations and the European Community to withdraw from territory seized on Monday. Zagreb's defiance coupled with a big Croatian push in neighbouring Bosnia means that the whole UN mission in former Yugoslavia is now in deep trouble. UN peacekeepers fear that they may be pushed aside if Croat forces decide on a final offensive to retake all Serb-held territories inside Croatia.

With world attention focused on the Serbian siege of Sarajevo, confident and well-armed Croat forces have been fighting on the periphery of the Serb-held territories, which are now being turned over to the UN. "With sanctions on Serbia, and victories in the field, the Croats feel their enemy is down and bleeding," a Western diplomat said.

General Stanislav Nambiar, the commander of UN forces in Yugoslavia, yesterday held an emergency meeting in Belgrade with representatives of the five permanent UN security council members and the European Community. On Tuesday, he had told the Croatian government and its army chiefs to withdraw from land they seized around the town of Drnis, but they refused.

UN sources say that despite warnings by Boutros Boutros Ghali, the UN secretary-general, to the security council about Croatian ceasefire vio-



lations, and Zagreb's considerable aid to Bosnian-Croat forces, attention is still focused on Serbian actions.

The flashpoint is the so-called "pink zone", a wide swathe of territory around Krajina, the main Serb enclave in Croatia, from which Serb forces are due to withdraw before the UN takes over formal control. The pink zone appears to be the result of an oversight in the original UN peace plan that specified that in Krajina the borders of the UN zone would run along county boundaries rather than the frontier.

Most Croats have fled the area and the government is eager to send them home. However, fearing for their lives, the Serbs say they will only hand the land over to the United Nations. "If the area is not included into the UN

zone you will have 50,000 Serb refugees," Dobrica Vozovic, the Krajina leader, said yesterday.

The Croats say that unless the Serbs withdraw in the next few days they will take the pink zone by force. Three months of negotiations by UN officials have failed to find a solution and diplomats fear that the Croat offensive has begun. On Monday the Croats shelled Krajina's capital, Knin.

Simultaneously, a several-pronged offensive in Bosnia by Bosnian-Croat forces armed by Croatia has meant that supply lines from Serbia to Krajina have been cut. Serb forces in Bosnia have begun to lose territory to the Croats since the withdrawal of the Yugoslav army. Observers fear that, with an election pending in Croatia, and

buoyed by a sense of euphoria, Croat forces may decide on an all-out campaign to retrieve the lands being turned over to the UN — "the unthinkable," according to one Western diplomat.

Yesterday, President Izetbegovic of Bosnia-Herzegovina said that he would not be able to reach Strasbourg for peace talks — due to be chaired there today by Lord Carrington — because of intense fighting around Sarajevo. Eight members of the Bosnian Olympic team said they were postponing their departure for training abroad for similar reasons.

Mr Izetbegovic, whose official Lear jet was apparently flown by Serbian pilots to Belgrade from a military airport in a sneak action recently, has few ways out of his country.

In Sarajevo, the food situation grew increasingly desperate. One of the main food markets in the city was full of people yesterday but almost completely empty of food, save for some lumps of grass, tree leaves and a few meagre piles of sunflower seeds.

Fierce street fighting continued in the Sarajevo district of Dobrinja, which borders the airport and is controlled by Bosnian Serb army positions. Serb tanks parked near the runway pounded several high rise compounds in Dobrinja which they suspect of harbouring Muslim mercenaries who are sniping at a nearby army barracks.



Armed arrest: Georgian troops escort Walter Shurgaya, the rebel leader, still holding an unexploded grenade

Georgia puts down coup attempt

BY BRUCE CLARK IN SOCHI AND OUR FOREIGN STAFF

THE Georgian leader, Eduard Shevardnadze, yesterday signed an ambitious accord with President Yeltsin of Russia on settling the conflict in the mountains of South Ossetia, only hours after quelling an attempt by rebels to overthrow his government in Tbilisi.

The deal, which comes only a day after an agreement between Russia and Ukraine to co-operate in finding a

solution to ethnic disputes, is intended to put an end to fighting between Georgian forces and South Ossetians, who want to switch their region from Georgian to Russian rule. President Yeltsin said after seeing the former Soviet foreign minister in a luxury government residence on the Black Sea coast: "We have reached an agreement on the principles of regulation of the Georgian-Ossetian conflict, an agreement on a ceasefire."

Before Mr Shevardnadze held his talks with President Yeltsin, the Georgian capital was shaken by an attempt by forces loyal to the deposed Georgian president, Zviad Gamsakhurdia, to seize the television station. The bloody events which culminated in the overthrow of the ultra-nationalist Mr Gamsakhurdia in January had begun with a seizure by his opponents of the same building. Yesterday's takeover was seen as a possible herald of fresh interethnic conflict in the former Soviet republic.

But national guardsmen loyal to Mr Shevardnadze, wielding machineguns and backed up by a tank and helicopters, were able to capture the rebel-held television



centre and tower after a five-hour confrontation. Patnary Adamishvili, a spokesman for the ruling state council, put the death toll from the assault at three, with 26 hurt. Georgian interior ministry officials confirmed the figures. Earlier, the state council had said that 40 people had been killed.

The government said that the leaders of the short-lived rebellion, including a leading lieutenant of Mr Gamsakhurdia, were under arrest. Walter Shurgaya came out of the broadcasting centre grasping an unexploded grenade and was escorted away.

Tengiz Sigua, the prime minister, said on local television that Georgia would demand that the nearby Chechen republic extradite Mr Gamsakhurdia to face charges in connection with the seizure of the television centre. Mr Gamsakhurdia has been sheltering there

since shortly after his overthrow.

The struggle for control of Georgian television was a reminder of the turmoil that has engulfed the Transcaucasian state since the collapse of communist power. Mr Shevardnadze told Georgian radio that the rebels had sought to block the talks, set to include leaders of North and South Ossetia and focus on Georgian-Russian rivalry in the region.

National guards recaptured the television station in an assault shortly after a government ultimatum ordered the insurgents to surrender within two hours or face an attack. A local journalist said that the assault began with a commando attack on the television tower, perched high above Tbilisi. Several hundred rebels had seized the television centre and tower by 6am and proclaimed the return of Mr Gamsakhurdia.

National guardsmen unleashed heavy barrages of automatic weapon and tank fire at the rebels without waiting for the government deadline. They moved in at noon, retaking the television centre and tower within a few minutes.

Mr Shevardnadze promised that the government would take all the necessary steps to reimpose order.

Slovaks form cabinet

FROM ROGER BOYES IN BRATISLAVA

VLADIMIR Meciar, winner of the elections in Slovakia a fortnight ago, took steps yesterday, when he formally assumed office as prime minister, to tighten his control of the republic. He placed loyal allies in his new cabinet and made plain that Bratislava was determined to follow its own softer road to the market.

Although Mr Meciar's Movement for a Democratic Slovakia became the dominant party after the general elections, the changeover of power was delayed until agreement was reached with Prague on the future of the Czechoslovak federation. Mr Meciar emphasised again that Slovakia was ready to declare its sovereignty next month, but this did not yet mean full-blown independence. "So please don't start writing the obituary of Czechoslovakia just yet".

Yesterday officials who had worked under Jan Carnogursky, the Christian Democratic prime minister, were clearing out their desks. In the Esterhazy Palace, home of the Slovak cabinet, some secretaries were in tears. Dr Carnogursky, a former dissident, announced the resignation of his government yesterday morning.

Mr Meciar's most significant appointment so far is not so much within his cabinet, where free marketers predictably have given way to state interventionists, but his selection of Ivan Gasparovic as parliamentary speaker. Mr Gasparovic is a senior party member, but he was also Czechoslovakia's attorney-general until last March, when President Havel sacked him. Among other reasons for his sacking was a claim that he was being slow to pursue politicians who are thought to have secret police backgrounds.

His appointment is a deliberate snub to Mr Havel. But it also shows that Slovak politicians will not be subjected to the rigours of positive vetting for secret police backgrounds.

Moscow plays on PoW anxieties

Russia is manipulating US concern over lost servicemen, Mary Dejevsky writes

NO SOONER had Boris Yeltsin returned from the Washington summit, which almost became dominated by the prisoner-of-war issue, than the south-central Russian region of Tambov produced a document, dated May 1, 1945, stating that 2,500 foreign prisoners of war, including Americans, had been held in camps near Tambov.

Tambov had slightly missed the point. The prisoners the United States is most interested in are those supposedly transferred to the former Soviet Union from Vietnam and Korea. These individuals, of whom much is rumoured and nothing proved, have become an ideal lever in Russia's relations with the United States. The slightest touch from Moscow will produce a wave of positive sentiment throughout the United States for the Russian regime which has "come clean" about the existence of such prisoners and could yet trace long-lost relatives. With untold cynicism, it used the issue to stunning effect on the eve of the Washington summit.

If Moscow and Washington had been unable to produce their spectacular arms control statement on the first full day of last week's summit, the whole two days would have been dominated by the question of lost pris-

oners of war and Mr Yeltsin's undoubtedly honest and sincere attempts to find them. It would have made a success of a summit that could otherwise have failed. As it was, the tactic still worked a treat.

The delightful aspect of the prisoners-of-war lever is that it can be pressed as often as necessary. A joint investigation commission has already visited the northern region of Pechora — without success, but it tried — and Tambov has made its submission. From now on, every time that Russia wants to remind Washington of its goodwill, it has only to unearth another shred of "evidence" about prisoners of war.

Washington: About 125 American servicemen listed as dead or missing from the Korean war survived and were interrogated by Soviet officers in North Korea before being sent to Chinese prison camps, according to information which has been given to American senators by Russian officials (Martin Fletcher writes).

The names have been released by Robert Smith, the Republican vice-chairman of the Senate committee investigating the fate of all missing US servicemen. He also claimed that it had evidence that Americans were being held in Vietnam and Laos as late as 1989.

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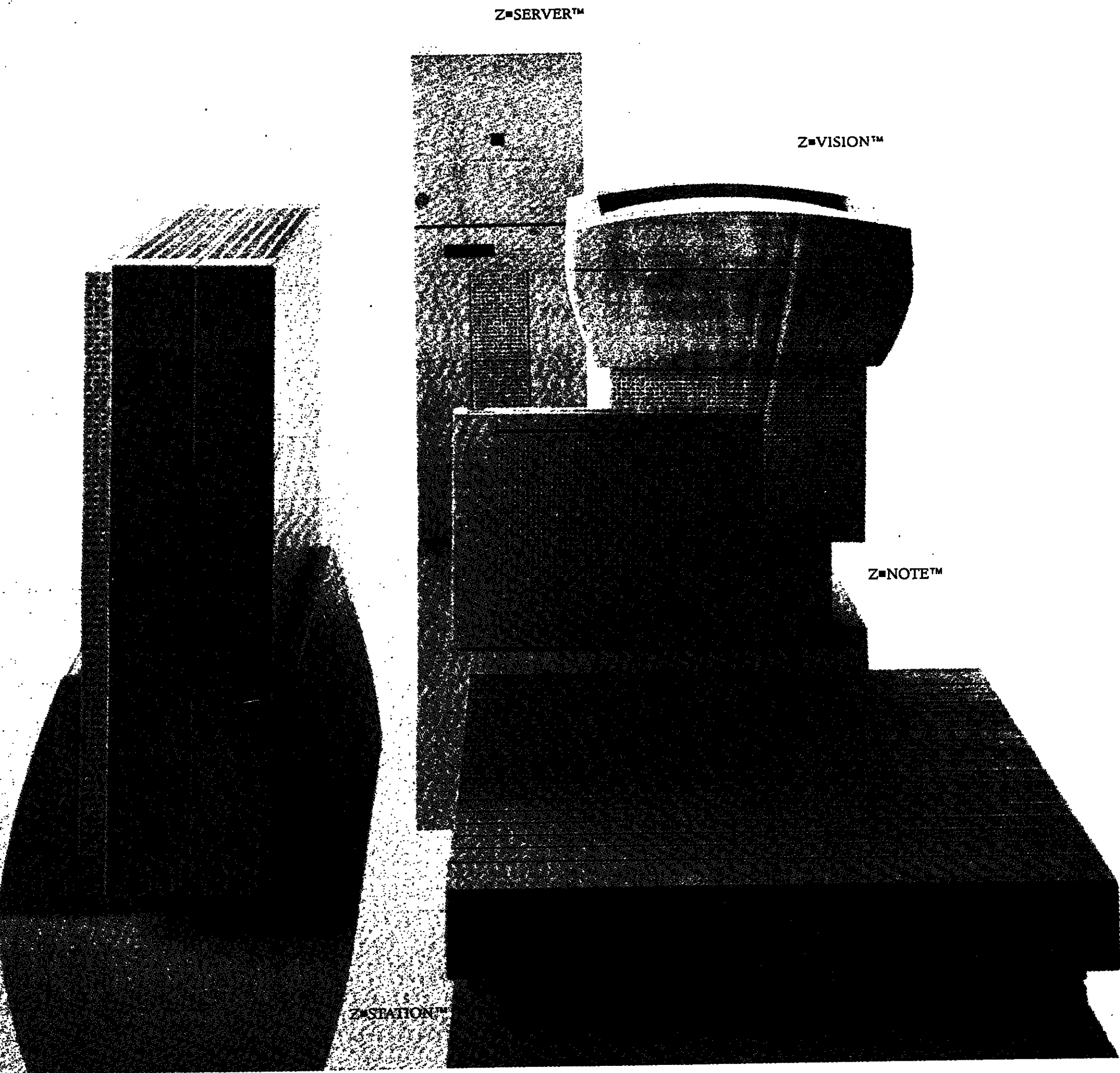
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Camp David proposals revived

Palestinian self-rule is Rabin priority

FROM RICHARD BEESTON IN JERUSALEM

YITZHAK Rabin, whose opposition Labour party won a landslide victory in Tuesday's Israeli elections, promised yesterday that his new government would move quickly to make peace with the Palestinians in the occupied territories and to curb the expansion of Jewish settlements.

Speaking only hours after it became clear that he would be the country's next prime minister, the former army chief and defence minister said: "The first priority is the creation of autonomy and self-rule for the Palestinians in the territories." His announcement appeared to signal a commitment to speed up the moribund Middle East peace talks, due to resume in Rome this summer, as soon as he has put together a new coalition government.

The outgoing Likud party refused outright to relinquish any territories occupied by Israeli forces in the 1967 six-day war, but Mr Rabin has undertaken to allow some territorial compromise with the 1.7 million Palestinians there in return for a lasting peace agreement. Ironically, the autonomy plan under discussion, granting two dozen

areas of self-government to the disenfranchised Palestinians, is the original proposal contained in the Camp David accords signed by Menachem Begin, the late Likud prime minister, and Anwar Sadat, the late Egyptian president.

A Labour government, in coalition with the left-wing Meretz party, proposes allowing Palestinians to elect their own leaders in the occupied West Bank and Gaza Strip and to begin a five-year transitional period of self-rule leading to a final settlement. But several thorny issues remain to be addressed, leaving Mr Rabin and the Palestinians far apart in the negotiating process.

The Palestinians are determined to establish their own state, but Mr Rabin insisted yesterday that Israel would continue to control defence, security and foreign affairs in the territories as well as the interests of the 100,000 Jewish settlers living there. He has also made it clear that Israel is not prepared to give up all of the land he helped to capture when he commanded the country's forces in the June 1967 war.

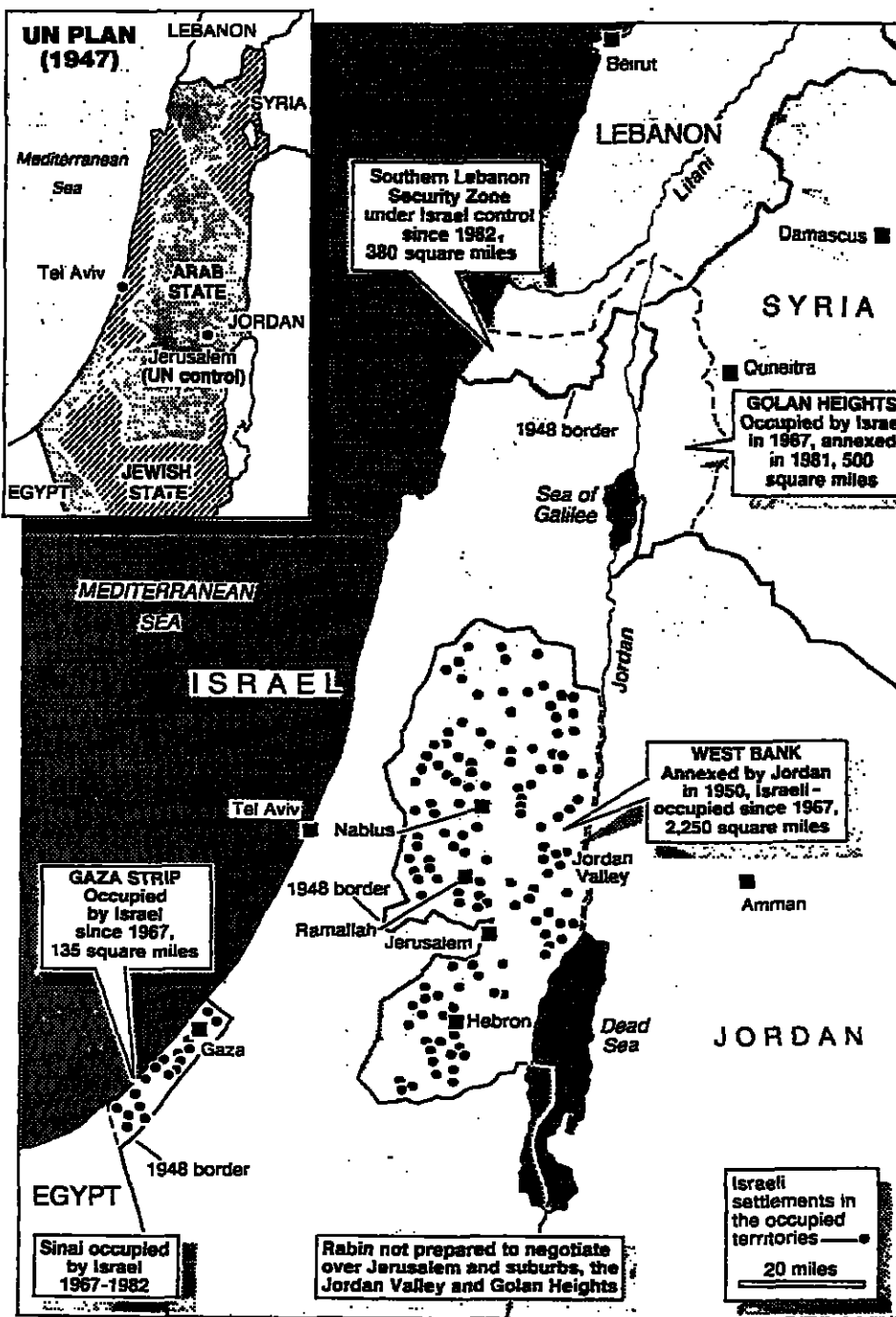
In particular, Israeli rule would continue to apply in Arab east Jerusalem and its southern suburbs, the strategic Golan Heights and the Jordan valley border area. Although Mr Rabin has not made it clear which areas in particular he is willing to hand over to Palestinian control, it is widely assumed that they include the large Arab population centres in the teeming Gaza Strip and the West Bank cities of Hebron, Ramallah and Nablus.

Where Labour's position differs substantially from that of the Likud government is over the treatment of the Jewish settlers, who received huge public funding to help them expand their communities in the occupied territories but would now face a one-year moratorium while talks with the Arabs are underway.

Mr Rabin, who was defence minister at the start of the *intifada* in 1987, concluded that the conflict could be resolved only through compromise. He has insisted that bilateral negotiations with Syria, Lebanon and Jordan to end the Arab-Israeli conflict will be able to make progress only after the Palestinian question has been tackled.

He is also on record as saying that the thorny issue of sovereignty over the Golan Heights, which Syria wants back, will probably be the last item for negotiation because of what he regards as Damascus's traditionally tough bargaining position.

Rabin moves fast, page 1
Peacemaker, page 14
Leading article, page 15
Letters, page 15



Trading places: Israel, in a change of policy under the new leadership, may now consider a compromise over the main Palestinian centres occupied since 1967

Defeated right wing fears for future of settlements

The losers are predicting a Palestine within a year and even Israel's demise, Ben Lynfield writes from Jerusalem

ISRAEL'S right-wing parties were in disarray yesterday, their former ministers feuding among themselves and blaming Yitzhak Shamir, the outgoing prime minister, for the devastating electoral setback to their efforts to annex the biblical West Bank hill-tops of Judea and Samaria.

Rabbi Moshe Levinger, the gun-toting leader of the Jewish community in Hebron, on the West Bank, was blamed by settlers for wasting far-right votes by entering his own election list, which failed to gain a seat. An unrepentant Mr Levinger said Mr Shamir's Likud had dragged down the entire settler movement and "pulled the carpet from under Judea and Samaria".

Right-wing politicians predicted that victory by the centre-left Labour party would invite Arab aggression and reverse the previous government's efforts to boost the Jewish presence among the 1.7 million Palestinians in the West Bank and Gaza Strip. "I am worried this mistake could result in the end of Israel and the destruction of the Third Temple," Yuval Neeman, the hawkish former science minister, said apocalyptically.

Elyakim Haerzi, an outgoing colleague of Mr Neeman's in the pro-settlement Tehiya party, which lost all three of its Knesset seats, said from his home in the West Bank settlement of Kiryat Arba: "We are faced with darkness at noon. The integrity of the land of Israel can still be saved, just as Europe was saved after Munich, but that took a war, and 50 million people found their graves."

He predicted that a Palestinian state would emerge within a year as a result of Labour's desire for territorial compromise and that Arabs would meanwhile increase attacks on Jewish settlers in the knowledge that a Rabin-led government would give them less backing than its predecessor. But he said he could not envision settlers using force and waging a civil war among Jews to block concessions to Palestinians. "There may be some civil disobedience and non-recognition of the government's legality, but no violence," he said.

One settler leader, Yisrael Harel, said, however, that Mr Rabin in power might not be a nightmare after all. "He does not really have the option of making concessions since he does not have the kind of majority they would require," he said.

Rehavim Zeevi, who helped prop up Mr Shamir's coalition as leader of the extremist anti-Palestinian Mokedet party, blamed the prime minister for blurring the differences between Likud and Labour by agreeing to negotiate autonomy for Palestinians during the Madrid round of Middle East peace talks.

Only Rafael Eitan, the maverick leader of the Tsomet party, could view the election results with satisfaction. Campaigning on a non-ideological platform of non-corruption, the former general drew enough votes from Tehiya and Likud to gain seven seats and make his previously marginal group the fourth largest in parliament.

Israelis put trust in hawk who promises peace

A tough, no-nonsense image saw Labour through to victory, writes Caroline Hawley from Jerusalem

WHEN the first results began to filter through, few Israelis were prepared for Labour's decisive election win. The victory, and the setback for Likud, was largely the result of the efforts of Yitzhak Rabin, the 70-year-old Labour hawk who recently replaced Shimon Peres, his long-time dovish rival, as party head.

It was less a triumph of left over right than a personal coup for Mr Rabin. Labour ran a personalised, presidential-style campaign focusing almost exclusively on its new leader. Throughout the country, a stern-looking Mr Rabin looked down from "Labour under Rabin" campaign posters presenting a tough, no-nonsense image for a Labour party which had sat 15 years in opposition.

The rumbling of Israeli discontent had long been evident. Taking a leaf out of the book of the late Menachem Begin, the former Likud leader, Labour played on the disenchantment. It targeted Russian immigrants, angry at unfulfilled promises of jobs and decent housing. In the ballot box, 47 per cent of Russians, compared with 37 per cent of the overall population, voted Labour. "It is a no-confidence vote on the failure of Likud to deal with the immigrants who waited in line for bread in Russia, and now wait in line for jobs in Israel," said Shimon Shitreet, a Labour Knesset member.

Mr Rabin also courted disaffected Sephardim (oriental Jews) who swept Likud to power in 1977. The Moroccan-born foreign minister, David Levy, accused Mr Shamir and other Ashkenazi (European Jewish) ministers of treating Sephardim with contempt. Mr Rabin promised to divert funds from settlements to Israel's so-called "development towns", which are inhabited mainly by poor Sephardim.

While Labour had elected its candidates by a nationwide ballot of members, recent infighting in Likud, together with corruption scandals, also tarnished the party's image.

With unemployment hitting new peaks, a peace process that was leading nowhere and a virtual halt in immigration from the former Soviet Union, Likud was forced on the defensive. It hit

out at Mr Rabin, trying vainly to paint him as unreliable, a drunkard who had collapsed for 24 hours on the eve of the 1967 war.

But Mr Rabin, chief of staff and hero of the six-day war, was not to be discredited. He presented himself as a hard-liner ready to make peace. He promised Israel peace with security and a stronger economy. His message was targeted at the undecided middle ground of Israeli politics. Not only would he bring Israel \$10 billion (£5.3 billion) in American loan guarantees, forfeited by Likud in its stubborn determination to settle a greater Israel, he would also mend fractured relations with America and create jobs.

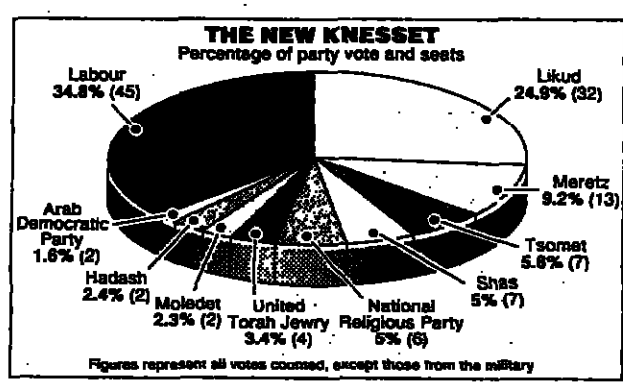
Analysts had predicted a slight edge for Labour, enabling Mr Rabin to emerge



Aloni: her left-wing bloc won 13 seats

the dominant partner in yet another of the national unity governments that have characterised Israeli politics. The decisiveness of Labour's victory took Israel by surprise. The left-wing Meretz bloc, led by Shulamit Aloni, won 13 seats. Meretz, which openly favours a Palestinian state, will be a key element in the new coalition. "This election makes clear that the Israeli public does not want a government whose main talent is doing nothing," wrote Nahum Barnea in the daily *Yedioth Aharnot*.

As a referendum on 15 years of Likud government, the message was clear. "The gimmicks and jingles did not affect voters," wrote Yoel Marcus in *Haaretz*. "The people were simply fed up with Likud rule." Mr Rabin convinced the Israeli public that it was, after all, "time for a change".



Poll encourages Arab moderates

FROM CHRISTOPHER WALKER IN CAIRO

DEEP divisions in the Arab and Islamic world were mirrored in reactions to the electoral triumph of Israel's Labour party. Expressions of cautious optimism were countered by the refusal of hardliners to foresee an end to violence. But even the traditional diatribes were unable to dampen the mood of hope, and a feeling that recent predictions of a new Arab-Israeli war had been outdated.

The most positive responses came from Egypt, Jordan and the moderate Palestinian groupings, some of whom expressed hope that there might now be direct negotiations between Israel and the Palestine Liberation Organisation. Two leading PLO figures, Bassam Abu Sharif, a close adviser to Yasser Arafat, the chairman, and Yasser Abed-Rabbo, a rising star on the executive committee, were quick to offer the prospects of direct talks with a Labour government.

Hanan Ashrawi, the spokeswoman for the Palestinian team at the Middle East peace talks, claimed that the Madrid process begun last October and set to resume in Rome had been rescued. Farouk Kaddoumi, the PLO's political director who is tipped as a possible successor to Mr Arafat, said he hoped Labour's victory might open the way for a peaceful compromise.

Many Arab leaders re-

frained from expressing their Labour preferences in advance of the Israeli election lest they had a negative effect on Labour's chances. "I think you could say that, behind the scenes, there was an almost 100 per cent Arab preference for Labour," an Arab diplomat said.

"This is an end of an era and the beginning of a new page in Israeli politics," Kamel Abu Jaber, Jordan's foreign minister and leader of its Middle East peace delegation, said. "Any change in Israeli policy is a positive change... we welcome any government that will work for peace."

Osama el-Baz, the chief foreign policy adviser to President Mubarak of Egypt, reflected the general mood of relief there. "Egypt hopes that the result will give a strong push to peace efforts and the reaping of a golden opportunity to achieve historic reconciliation between Israel and the Arabs," he said.

Syria reserved judgment on Labour's policies but Farouk al-Sharaa, the foreign minister, said there would be no regret in the Middle East at Mr Shamir's defeat "because his policies had put the peace process in deadlock".

Iran, which has opposed the peace process from the start, refused to acknowledge any fundamental difference between the two main Israeli parties.

Perot attacks 'Nazi' Republicans

FROM JAMIE DETTMER IN WASHINGTON

ROSS Perot yesterday accused the Republicans of taking a leaf out of the Nazi propaganda book in their depiction of him as a potential dictator with a penchant for intrigue. He dismissed as "White House dirty tricks" reports characterising him as a zealous investigator of personal, political and business opponents who even had his own children tailed by private detectives.

As the Texan billionaire appeared on an early morning

breakfast show to attack back, senior Bush administration figures continued with the Republican onslaught, turning the normally quiet campaigning month of June into a battlefield.

A couple of weeks ago as Mr Perot shot up in the opinion polls, Marlin Fitzwater, the White House press secretary, said that the Republicans would not allow the Texan a long honeymoon. In the last three days, Mr Perot has come under withering

attack from President Bush, and even Bob Martinez, the White House's drug czar, who yesterday accused the businessman of having a "penchant for skulduggery".

Articles in *The Wall Street Journal*, *The Washington Post*, *The New York Times*, *Time* magazine and the political weekly, *New Republic*, have provided the material for the Republican effort against Mr Perot. Many of the stories suggest, in the words of *Time*, that he pursues "astonishingly mean-spirited vendettas against anyone who crosses him".

In a hastily arranged breakfast television appearance, Mr Perot, who has yet to declare his candidature, said "Hitler's propaganda chief would be proud" of the campaign now being run against him. He sought to refute allegations that he has indulged himself in a long-running grudge against President Bush and dismissed claims that since 1986 he has periodically ordered investigations into Mr Bush's private affairs and possible involvement in the Iran-Contra scandal.

"The Republican dirty-tricks committee has been carefully putting this together for weeks," he alleged. "They have been worried to death that I will announce [his decision to run] on my birthday, June 27... it is a carefully orchestrated plan to try to damage me at a time when people thought I would announce." He said that it was

untrue that he had ordered an investigation into Mr Bush's sons but agreed that he had contacted Mr Bush about rumours he had heard linking the then vice-president's sons with the Iran-Contra affair.

"I called him father to father and said, 'I have no idea if there's any truth to this or not, but I felt you should know this is going around,'" Mr Perot produced a letter from Mr Bush thanking him. "I was very touched by your call(s) about my kids. They are all straight arrows, uninvolved in intrigue and yet the rumour mill links them; and Ross it hurts them. You understand this." In an interview to be shown tomorrow, President Bush refers to this incident. "If he was having my children investigated, that is beyond the pale. I am sick about it if it's true, and I think the American people will reject that kind of tactic."

Yesterday, Mr Fitzwater said that Mr Bush's friendly letter to Mr Perot in 1986 about the "rumours" was written "at a time when he thought they were good friends. Obviously, he didn't know anything about the investigations at that time."

Mr Perot confirmed a *Washington Post* account that he hired a Washington law firm in 1987 to look into a Texas land deal that secured a \$48 million (£25.8 million) tax deduction for Penzoil, a firm run by one of Mr Bush's former oil business partners.

NEWS IN BRIEF

Strike shuts American rail network

Washington: Strike action has shut America's entire railway freight system and most of its passenger services (Martin Fletcher writes). The stoppage was triggered when a trade union ordered a strike against a freight company. All the other big freight firms immediately closed down their operations.

Troops train

Gibraltar: A British military exercise involving warships and 500 military personnel begins today in Gibraltar and will continue until July 12. The exercise is designed to practise command and control procedures for non-Nato operations. (AFP)

Algiers trial

Algiers: Abassi Madani, head of the banned fundamentalist Islamic Salvation Front, and deputy Ali Belhaj, who campaigned for an Islamic state in Algeria, go on trial on Saturday charged with conspiracy against the state - punishable by death.

Japan joins in

Tokyo: Japan will send a mission to Cambodia next week to see how it can take part in UN peacekeeping operations, the first time its troops have been deployed abroad since 1945. (Reuters)

British tourists running scared of holiday Eden

FOR the British tourist, the most dangerous aspect of a summer holiday in California used to be a dose of sunstroke or the beach or by the pool. You came armed with credit card, sunglasses and sun-protection cream.

Not this summer. An international survey to ascertain the extent to which California's Eden-like image has been tarnished by the April riots - which left more than 50 dead - has disclosed that British tourists are the most fearful of visiting Los Angeles, viewing the West Coast paradise as a risky destination as Baghdad or Chad.

With tourism in Los Angeles - which brings in \$7 billion (£3.4 billion) a year and the city's second largest employer - plummeting by 40 per cent, the Los Angeles Visitor and Convention Bureau sent executives to Rome, London, Paris, Frankfurt, Tokyo, Sydney and the Far East to quell tourist fears after images of Los Angeles as a blazing inferno were beamed around the world.

Gary Sherwin, director of publicity at the bureau, said that the only country to be staying away in droves was Britain. About 375,000 Britons visited Los Angeles last year. "We were very surprised," Mr Sherwin said. "The British have a very

fixed idea about California, and they appear to be the most frightened, mainly because of the sensational British tabloid coverage."

Much as some Americans have avoided Britain because of fears of IRA attacks, so British anxieties have been fuelled by repeated TV screenings - reportedly more than in any other country - of the beating of Rodney King and the footage of Reginald Denny being dragged from his truck by black youths and beaten.

The city is also having to contend with another video problem: a \$20,000 professional production made by a local union in a perverse attempt to keep tourists and lucrative convention business away from Los Angeles. Entitled *City on the Edge* and mailed to tour operators around the country, the video, commissioned by the Hotel and Restaurant Employee Union, contrasts images of sandy white beaches, boulevards and luxury hotels with commentary and news footage about the epidemic

of gang killings, freeway shootings and random violence in Los Angeles.

"Personal safety was the chief concern of the British tourist," Mr Sherwin added. "We heard stories in Britain about how tourists on the Universal Studios tour were being attacked by gangs, about how hotels in Hollywood were ablaze - all wildly untrue. In fact, the violence only took place in a small part of LA, far from most tourist areas."

The Los Angeles Visitors and Convention Bureau has just received a \$1.5 million grant from the federal government to bolster California's image. Part of this is to be spent on a campaign to entice Britons back to the West Coast.

One typical tour operator to have been affected is British-run Graveline Tours. With a fleet of 1965 Cadillac hearse, the company charges tourists \$30 to tour Hollywood and Beverly Hills with the theme "death-styles of the rich and famous". The itinerary includes the restaurant where James Dean had his last hamburger and Marilyn Monroe's grave.

"After the riots, business really did slump," a spokesman said. "We had a lot of people asking us to do a sightseeing tour of burnt-out shops and buildings of south central Los Angeles. It was a good idea but a touch sick even for us."

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مكاتبنا في القاهرة

Council
capping
secret
attackedCalls grow for
de Klerk to
curb military

FROM MICHAEL HAMLYN IN JOHANNESBURG

PRESIDENT de Klerk of South Africa, facing the worst setback of his two years in office, arrived home from his shored-up visit to Spain yesterday and went directly into a cabinet meeting which lasted the rest of the day.

He described himself as deeply disappointed by the withdrawal of the African National Congress from the Convention for a Democratic South Africa negotiations, but gave little sign of yielding to any ANC demands. There is a widespread belief in South Africa that the demands made by the ANC as preconditions to the resumption of talks are modest and ought to have been conceded some time ago.

There have been many calls in the press, including papers supporting the government, for police and military officers

involved in acts of violence to be suspended and prosecuted. The government itself agreed last year that hostels for migrant workers which have been turned into political and military fortresses should be fenced off, guarded or closed.

But questions are being asked about the extent to which Mr de Klerk can act against his security establishment. It is certainly true that for ten years under the rule of President Botha the advice of the military invariably prevailed over civilian counsel.

"What we had then was a military government with a civilian face," said one observer. "The security council used to meet every fortnight just before the cabinet, and the cabinet just rubber-stamped its decisions."

When Mr de Klerk took office, the security council meetings were stopped. But even he has not felt strong enough to dismiss from his cabinet those who were involved in the scandal over government funding for the Zulu-based Inkatha Freedom party.

Something similar currently applies to General Stoffel van der Westhuizen, head of intelligence in the South African Defence Force. Even though he has been clearly linked with an official move to assassinate ANC activists, he remains in his job.

Justice Richard Goldstone, who heads a commission enquiring into political violence, has strongly criticised the behaviour of 32 Battalion, which went on the rampage in Phola Park, a Transvaal squatter camp, on April 8. Made up of black Portuguese-speakers from Angola, the battalion is notorious for its brutality.

Mr Goldstone firmly recommended that it should never be deployed in the townships again. But yesterday Lieutenant General George Meiring, the army chief, insisted that he would not withdraw the battalion. "I, as chief of the army, will decide on their future use on the basis of where they are needed most," he said. The ANC called this week for the disbandment of units "made up of foreign nationals". But General Meiring said there was no question of sending them back to Angola because they were all now South African citizens.

This sort of defiance of the civilian instruments is an indication of how difficult it is for a reforming white government to enforce its own will. ● The Hague: The Dutch parliament is expected to recommend today that Ruud Lubbers, the prime minister, should cancel a planned visit to South Africa because of the ANC's decision to pull out of constitutional talks. (Reuter)



Making an exit: Nick Greiner, accompanied by his wife Kathryn, announcing his resignation as premier of New South Wales yesterday. Mr Greiner became a victim of his own government's anti-corruption unit (Robert Cockburn writes from Sydney). Once described as the cleanest man in Australian politics, he was last week

found guilty by the state's independent commission against corruption of "technical corruption". He set up the commission to investigate his Labor predecessors. With Tim Moore, his environment minister, Mr Greiner was found to have offered a high-paying public service job to induce an independent MP to retire

from a safe Liberal seat. Mr Moore also resigned yesterday as did Michael Yabsley, the development minister. The new premier is John Fahey, 47, formerly the industrial relations minister. A lawyer, his sincere manner is seen to be important to the Liberals at this time. He will continue Mr Greiner's privatisation policies.

'Dapper don' goes
to top-security jail

John Gotti, the convicted Mafia boss, was flown to the most secure prison in the United States in Marion, Illinois, to begin his life sentence for murder and racketeering. His sentencing at a Brooklyn courthouse on Tuesday led to violent demonstrations as hundreds of his supporters attacked riot police, turned over cars and smashed windows. Federal officials said they believe Gotti's son, John Jr, the favourite to succeed the "dapper don" as Mafia leader of the Gambino family, was behind the riot in which eight policemen were injured and seven people arrested. Gotti's lawyers plan to appeal against his sentence.

Hadjileftheriadis, said that it was a "fair price".

□ Crown Prince Alexander, the exiled pretender to the defunct Yugoslav throne, plans to return to Belgrade with the ultimate hope of being crowned king, according to a New York Times report.

□ Last night's concert in Rotterdam by the American rock group Guns 'n' Roses was cancelled after bass guitarist, Duff McKagan, became ill and was told to rest for at least 48 hours.

□ The American General John Shalikashvili, 55, has succeeded General John Galvin as Nato's Supreme Allied Commander Europe.

□ After adverse press publicity, Crown Prince Frederik of Denmark, 23, has abandoned his controversial renounced house in Cambridge, Massachusetts, and will move into a flat close to Harvard University, where he will study for a year.

Ethiopia
says war
inevitableFROM SAM KILEY
IN NAIROBI

PRESIDENT Meles of Ethiopia, told diplomats in Addis Ababa that civil war between his government and the tribally based Oromo Liberation Front is inevitable after Oromo guerrillas reportedly captured a town less than 100 miles east of the capital.

According to United Nations officials in Addis Ababa, Asbe Tefari has fallen to troops of the Oromo front. At the weekend, it boycotted the first regional elections in Ethiopia and ended a peace accord with the ruling Ethiopian People's Revolutionary Democratic Front.

The attacks on Asbe Tefari and on a number of small towns in Haraige province were the worst for three months. Lencho Lata, the deputy head of the Oromo front, announced late on Tuesday that his party was withdrawing from the transitional government which replaced the dictatorship of Mengistu Haile Mariam last year.

The Oromo front is estimated to have about 15,000 men at its disposal, with about half of them deserters from General Mengistu's Derg forces. The ruling Ethiopian front, a highly disciplined and well-equipped army of about 100,000, would have little trouble wiping out the Oromo rebels. But aid officials said yesterday that any large-scale confrontation would be catastrophic for the 250,000 people already facing starvation in the south and east of the country.

UN pleads for
starving Somalis

BY OUR FOREIGN STAFF

RELIEF officials say that hundreds of starving, thirsty Somali refugees on a ship off the coast of Yemen could die unless Yemeni officials let them come ashore immediately. At least 140 have already died while 1,400 people on the vessel needed urgent help, the United Nations High Commissioner for Refugees said yesterday in Geneva.

The bodies of 34 children and seven others were washed up on Yemeni beaches, while about 100 other corpses were on the boat among the survivors, a UNHCR spokeswoman said.

"It's a human tragedy in all respects and requires an urgent rescue operation to stop the slow deaths," said Kamal Morjane, the director of the United Nations refugee agency for South-west Asia, North Africa and the Middle East.

The Somalia-registered *Gob Wein* was hijacked by about 3,000 refugees seeking to escape Somalia's civil war and hunger. For three days the ship lay off Aden, 1,200 miles to the north, before the Somalis - starving and parched, in temperatures up to 122°F - forced the captain to run aground on Monday about 150 yards from shore, shipping sources said. Yemen apparently had refused to allow the ship to dock, saying it was carrying weapons.

Two other vessels carrying Somali refugees have

arrived in the area, the UNHCR spokeswoman said. One, with 95 people aboard, had also beached, while the other was sailing back and forth between Aden and Mukalla ports with 400 people aboard, seeking permission to dock.

Hundreds of refugees jumped into the sea on Monday. Some broke their legs jumping. Others drowned, but as many as 1,000 reached the beach, where they were surrounded by Yemeni troops, relief officials said.

"Babies were bleeding on the beach," said a British nurse. She saw 26 dead, including six children. "Other people were lying ill and weak on the sand. The children were ... naked, and dehydrated because it was so hot."

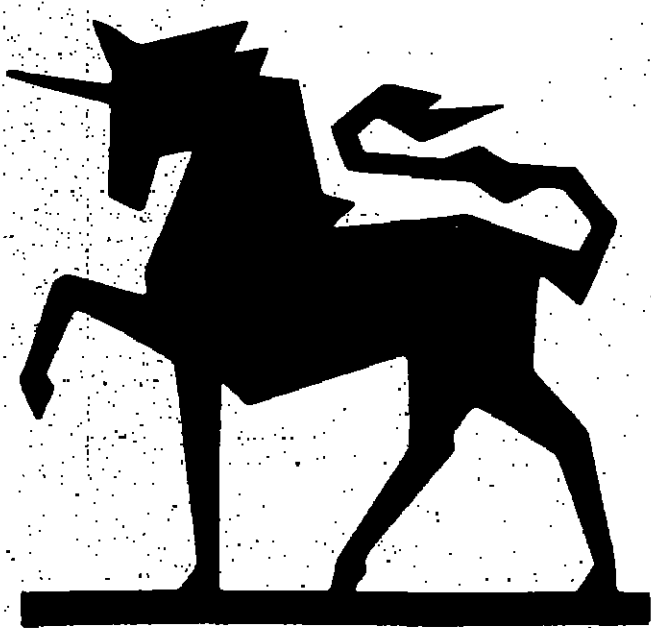
The nurse said one man stumbling up and down the beach told her that "many, many were dead on the ship" from which people "were continuing to jump off throughout the day".

The United Nations has appealed to Yemen to allow the refugees to come ashore. Up to 50,000 Somali refugees are already in camps in Yemen. An estimated 800,000 Somalis have fled the civil war in their country. The UN refugee agency is airlifting 1,000 tents to Aden. A UN statement said the Yemeni foreign ministry had promised to take action to save the Somalis.

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Bernard Levin

The incredible in pursuit of the inedible. Why do twitchers follow the Dark-eyed Junco?

You must agree, surely, that this is an amazing country, perhaps the most amazing the world has ever seen. At least, I cannot think of any other in which certain recent events could have taken place.

It began pictorially, and the picture was in itself sufficiently amazing to clinch my assertion. It was of an empty field. The picture ran right across an entire page of the *Telegraph*, and it showed a perfectly straight line of people, beginning in the immediate foreground and running off the other side into a kind of infinity, every one of them looking in the same direction. I took a powerful magnifying-glass to the picture, trying to count them, but it was impossible; they were certainly hundreds. And — if you have amusements, prepare to amaze them now — the entire line of spectators were looking, in the same direction, at *nothing at all*.

True, they were hoping to see something before darkness fell, and they kept their vigil loyally to the end, though fruitlessly. And what was it that they hoped to see? The Second Coming? Buried treasure, to be sought when the whistle went? A duel to the death between John Smith and Bryan Gould, the loser to accept the whole blame for Labour's election defeat? No. They were waiting for the arrival of a Lesser Short-Toed Lark. (Here, I pause to rebuke Mr Geoffrey Wheatcroft, who long ago announced that he was at work designing a typographical symbol which would mean "I am not making this up", but who has wholly failed to carry out his promise.)

The day before the gathering, this elusive bird had been spotted near Weymouth, and the word had immediately spread. The excitement was caused by the fact that the Lesser Short-Toed Lark has never been seen in this country, preferring less treacherous weather; hitherto it had ventured no closer than the south of Spain, though there had been a claim ("Mind you, I've said nothing") for Ireland.

But wait. The very next day, as recorded in *The Times*, a harmless couple, Mr and Mrs Sheddens, living in Hamilton, Scotland, were invaded by 250 people, who went clumping up the stairs and bursting into the bedrooms. The reason for the sack of the Hamiltons was that there had been a sighting of another rare bird, this one the Dark-eyed Junco. (Wheatcroft, for shame!) I made the obvious remark: how delicious must these birds be, that so many gourmets would take so much trouble to get it onto their plates, particularly since the sighting referred to two single birds, not flocks, and with two vast throngs all salivating for the culinary experience of a lifetime, the odds against landing it must have been pretty well hopeless.

To my astonishment, I learned that they had no intention of cooking and eating them, with — it was my suggestion — a couple of rashers of streaky bacon on their breasts and a veal forcemeat (what the French call a *godiveau*) inside. Why, then, were all these people either standing around from morning till night in a ploughed field or re-running *The Return of the Body-Snatchers* in the Sheddens' home? Merely, it seems, to see the creatures, although since they are both about the size of a sparrow, the bystanders might as well have changed their minds and raffled them for the oven.

But that is the birds' problem; my theme, as announced, is the amazingness of this country, and I think that the story of the Lesser Short-Toed Lark and

its friend the Dark-eyed Junco, with the hundreds of people who turned out in vain to see them, proves my claim.

I understand the collecting instinct, and also the sub-instinct inside it, which is the longing to acquire every item of the species. A long time ago, small boys clustered on railway station platforms, clutching booklets in which they solemnly recorded each sighting of a locomotive, indistinguishable from a hundred others, except for its number; it was the numbers they were recording. For all I know, there is a grown man somewhere in this country (it is amazing, you remember) who managed to collect every locomotive in the land, and from time to time takes down the completed booklet and turns the pages.

But after all, he has pages to turn. A glimpse of a bird which might or might not be a Lesser Short-Toed Lark or a Dark-eyed Junco is hardly the stuff of dreams by the fireside in old age. Yet hundreds of people are content to get the glimpse and nothing else; why, they are apparently content not to get the glimpse, and on this occasion didn't, yet went happily on their way.

Suppose that on the way home, one of them met a sane friend.

"Where have you been?"

"Looking for a Lesser Short-Toed Lark and a Dark-eyed Junco."

"Did you find one?"

"No."

"If you had, what would you have done with them?"

"Nothing."

"Er — here's my bus, I must fly."

Well, is there, could there be, another country in which such shenanigans take place without the police arriving in the company of two doctors and a magistrate?

Frenchmen may cluster in a field, but only to shoot the birds and eat them. Italians may likewise cluster, but only to spread a picnic. The Spaniards themselves, mindful of their Lesser Short-Toed visitor, may do their share of clustering, but in the end they will be found under a tree murmuring "mañana".

Do you know what Heine said about us? He said "England is a country which the sea would have swallowed long ago, if the sea had not been afraid of getting indigestion." Is there anyone — the prime minister, Michael Heseltine, Paddy Ashdown, John Smith, Ted Heath — who, when alone, with the lights low and the curtains closed, really believes that Britain will stay in the EC?

Ask the 400 who sought the Lesser Short-Toed Lark all over Dorset, and the 250 who did likewise in Hamilton with the Dark-eyed Junco, and who, having failed to find either, went home not grumbling at fate but cheerfully intent on spotting their prey next time.

What do you think Shakespeare was referring to when he spoke of "This happy breed of men, this little world?" Obviously, it was the breed of those who were willing to stand all day in a ploughed field to welcome a Lesser Short-Toed Lark and a Dark-eyed Junco and then shoot them away. Moreover, we must not be bound by those figures — 400 or 250; if there had been time to round up all the devotees of these two elusive birds from all around the country, the field would have had to expand to the size of Yorkshire, and the Sheddens' semi would have been reduced to splinters. Well, are you still unconvinced that this is the most amazing country in the world?

PS. There have also been recent sightings of the Cattle Egret, the Alpine Swift, the Red-rumped Swallow and the Pie-billed Grebe. If any experienced poulterer is reading this, I would be very grateful for some recipes.

My recipe for the birds: a couple of rashers of streaky bacon on their breasts and a veal forcemeat inside

Schoolchildren should work more hours, says former education secretary Kenneth Baker

Learning for longer

As it wishes, and they have all taken advantage of this. They usually open for breakfast at 7.30 am or 8 am, which many parents find convenient as they drop their children off on their way to work. The school day is 8.30 am until 4.30 pm and in some cases later. Children have 25 hours in a class and a further six hours' enrichment. There is more time to teach the existing subjects in the curriculum and to add new ones.

When I was fashioning the National Curriculum in 1988, I was told that all the subjects could be covered, and extras such as classics, a second foreign language or more technology could be fitted in if there was one more lesson each day. However, at that time I could not act on this because it would have meant reopening the settlement that we had just made with the teacher unions over their damaging strike. This

stipulated that teachers were not to work more than 1,265 hours a year. Teachers in CTCs work longer than that.

Those conditions should now be changed. Indeed, in an era of delegated budgets and grant-maintained schools, it is no longer necessary to impose national conditions setting out the number of hours that a teacher should work. Such arrangements should be made by the governing bodies in discussion with the teaching staff. In the 1988 Education Reform Act, I specifically gave governors the power to decide the starting and finishing times of the school day. So they are in a position to act.

The longer school day is popular with pupils, teachers and parents. Parents like the early start and find it helpful if their children can stay on in the school premises until they can get back from work. The

Djanogly Centre CTC at Nottingham is open until 9.30 pm. The teachers find that although their work is more demanding it is much more satisfying, and the children "keep coming back for more".

A crucial test is whether there is less truancy. The attendance rate at the Sylvan School in Croydon, which is now the Harris CTC, has improved from 75 per cent to 88 per cent in just two years. Attendance at the Leigh CTC in Darford is now over 90 per cent, and others reach 95 per cent. This compares to below 90 per cent in the state sector and of 75 per cent in some inner city schools.

The research paper also reports on the success of changing to a year of five eight-week terms. The educational gains are quite striking. The dog days at the end of long terms are lost: eight-week blocks have advan-

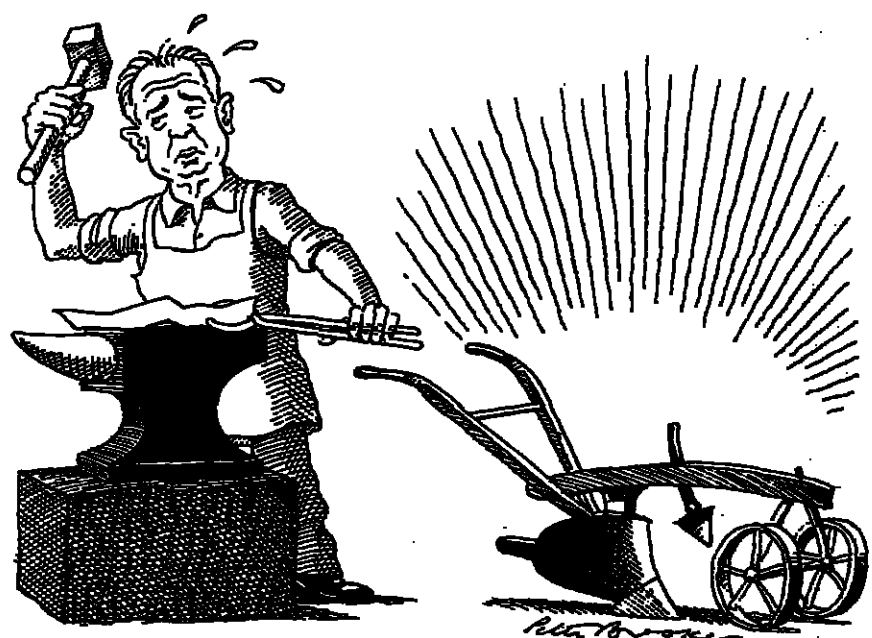
tages for a modular curriculum, and pupils like the more frequent, shorter holidays. The CTCs are open on average for 10 days more a year than ordinary schools. The only difficulty is fitting in with the holiday pattern of other state schools, but the six CTCs which have so far adopted the five-term year are finding ways of overcoming that.

These imaginative changes are already producing good educational results. I hope that every governing body will look at this report and appreciate the advantages of flexibility. I hope John Farnen's education white paper will not deal solely with school administration, grant maintained schools and the future of local education authorities, but also with what happens in the classroom. I have no doubt that a longer school day produces better educated children.

*Julia Hagedorn's report, *A Longer School Day and Five-Term Year in the CTCs*, is published by the City Technology College Trust.

The peacemaker general

Can Israel's conquering hero negotiate a lasting peace, asks Richard Beeston in Jerusalem



task than the tormented search for peaceful co-existence.

Even the most pacific-minded visitor to Jerusalem cannot fail to be impressed by the lengthy roll call of invading armies, whose various claims to represent the true faith have led to 11 changes of the dominant religion in the past two thousand years, most of them after bloody sieges. Today in Mr Rabin's home town, the struggle between Christian, Jew and Muslim is still played out according to ancient rules on the cobbled streets of the Old City where Jewish settlers are engaged in an attempt to colonise rival religious quarters.

Although Jerusalem is Hebrew for City of Peace, the metropolis still reveres its battle heroes. The Arab general Saladin, who defeated the crusader knights 800 years ago, the warlike Maccabee rulers of the ancient Jewish kingdom, and

General Edmund Allenby, who beat the Turks in the first world war, enjoy a far greater popular appeal in today's Holy Land, where they are commemorated by street names and sporting teams, than the long list of failed peacemakers.

The United Nations peace mediator Count Folke Bernadotte was assassinated on the orders of Yitzhak Shamir, the defeated prime minister, who was then a leader of the pre-state Jewish underground.

On the Arab side both the moderate Arab ruler, King Abdullah of Jordan, and the region's last serious peacemaker, President Anwar Sadat of Egypt, were assassinated.

Despite these unhappy precedents, Mr Rabin has set himself an ambitious peacemaking programme for his four years in office. So the defence minister who introduced the deadly "iron fist" policy in southern Leba-

non in 1985 and two years later ordered Israeli forces to use "might, power and beatings" in an effort to quell the *intifada* (or Palestinian uprising), will be negotiating with the Arabs. The first goal is to conclude a power-sharing agreement with nearly two million resentful Palestinians living in the West Bank and on the Gaza Strip, while hoping for separate accords with Syria, Lebanon and Jordan.

During the course of these talks Mr Rabin will also have to keep a watchful eye on the possible long-term military threat posed by traditionally radical states such as Iran, Iraq and Libya, and their continuing efforts to acquire non-conventional weapons and the missiles to deliver them.

He will almost certainly have to contend with angry and often violent resistance from tens of

thousands of heavily armed Jewish fanatics — who refuse to cede any of the biblical lands of the West Bank and Gaza, some of which were granted to them when Mr Rabin was last in office — and on the increasingly powerful Muslim fundamentalist movement in the Palestinian community.

In spite of these considerable obstacles, Mr Rabin's followers maintain an almost messianic belief that the region is ripe for peace, now that the cold war is over and in the aftermath of the Gulf conflict, and that he is the man to deliver Israel from its perpetual state of siege.

Such optimism, however, fails to produce more than a cynical smile from the Palestinian activists in Gaza's refugee camps or the radical Jewish settlers of the West Bank. Their best advice to Rabin the peacemaker is not to forget his military skills.

...and moreover

CRAIG BROWN



Joy is in the air and merri-merriment is ablaze on street corners. To the unbounded delight of a grateful nation, a brand new cache of letters between Harold Nicolson and Vita Sackville-West has been discovered.

These extraordinary letters cover an undocumented period for the past thirty years has confounded historians and critics alike. Until now, all correspondence between Harold ("Hadji") and Vita ("Mar") during the half-hour between 4.30 pm on Tuesday, April 17th 1936, and 5 pm the same day has been lost, leaving a gaping hole in their recorded lives.

In recent years, there had, of course, been speculation from radical groups of Nicolson/Sackville-West scholars, based mainly in Finland, that during what has come to be known as the "unknown half-hour", Harold and Vita simply did not correspond. Traditionalists were aghast at such an explanation, arguing that Hadji and Mar produced a minimum of five letters and three diary-entries every half-hour of their married lives. They further argued that there is an obvious lacuna between the last line of the letter Harold wrote at 4.28 ("I trust you would not consider it vulgar were I to tell you that no couple is less vulgar than the two of us, my own little posy-popsy-poo") and the first line of the letter Vita wrote at 5.02 ("utterly exhausting day. A morning spent smelling flowers followed by a tiring change of hat in the

early afternoon. How lucky the proletariat in their factories should feel instead of which it is all complaints, complaints, complaints! Yet they are spared the burden of having to change their hats every afternoon. Sometimes one wonders why one bothers to keep civilisation alive, one really does.")

But the stance of the traditionalists has been vindicated by this week's major literary discovery: more than 28 letters between Harold and Vita spanning those 30 minutes. These letters are to be published early next year in an eagerly-awaited volume of 780 pages edited by Nigel Nicolson. It emerges from the correspondence that for most of the "unknown half-hour" Harold and Vita were sitting on the lawn at Sissinghurst sipping afternoon tea.

"Dearest Darling Hadji," begins the first. "I agree wholeheartedly. I do not suppose that any other couple in the history of the world has been quite so lacking in vulgarity as us. Together, we transcend humanity. The Bible, though perfectly interesting (if overlong), seems to be full of barefoot Jewish fishermen, many of them bearded. Water into wine! What sort of wedding was that? PS. Would you care for another sandwich?"

Six letters on, Harold has thanked Vita for her sandwich, and is recalling some of the most vulgar people in the history of English literature, from Shakespeare ("Typical Midlands outlook, leading to inevitable histrionics") to Henry

James ("American bourgeois, of course, with all the accompanying brassiness"). On the domestic front, he has accepted another sandwich from Vita and ends his letter with an affectionate PS: "The poem you sent with my last sandwich was a veritable triumph, with not a hint of vulgarity. I adored the line, 'Oh, the azure hues of watchful spring', but I was wondering if your next line, 'Things things things things', though highly effective in its way, might not be a little improved with a fresh word or two? Might you not consider comparing spring favourably to string? Or perhaps even to a sling? Your ever-loving H."

PS. Just nipping off to enjoy a quick affair with a fellow. Yours sophisticatedly, Hadji.

Two minutes later, Harold is back. Meanwhile, Vita has nipped upstairs for a quick affair of her own, leaving the following letter: "Dearest Hadji. Love such as ours really is above space and time, which is why this letter finds me upstairs with someone else. What need have we to be in the same room? Our love is so terribly un-vulgar and private and unshowy, as everyone who reads about it in our letters, diaries, biographies and memoirs will know too well! Any chance of a musical, do you suppose? Incidentally, how awful the Sunningdale sort of marriages are — totally without propriety or discretion or mutual passion, and always with half an eye on the beastly public."

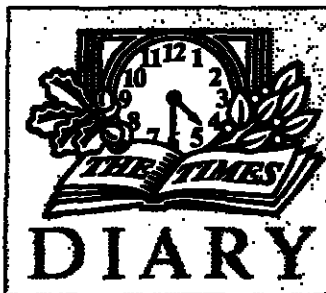
Remembering the Crimea

LORD CALLAGHAN of Cardiff found himself involved in an impromptu but moving ceremony in Sevastopol earlier this month while on a private tour of the newly independent states. By chance the 80-year-old former prime minister turned up at the British war cemetery as work began on the memorial to the 21,000 British servicemen who died in the Crimean war. He was promptly asked to dig the first spadeful.

Callaghan, on a tour with his wife Audrey and accompanied by former American president Gerald Ford and his wife Betty, was more than happy to perform the honours. "The timing was a coincidence," he says. "I knew about the project and wanted to see the geography of the battle site. They knew I was coming, but it was chance that work was due to begin the day we went there. I was happy to turn the first sod."

The appeal for the memorial was launched on the letters page of *The Times* by Sir Rodric Braithwaite, then British ambassador to Moscow, and David Gladstone, our charge d'affaires in Kiev. Within two months, readers had raised the necessary £15,000, and the town council of Sevastopol returned part of what was the largest British war cemetery, where 8,000 British servicemen lie buried, for the construction of the memorial, which will be completed in October.

Callaghan, who met Mikhail Gorbachev on his 10-day trip, was also shown a new museum of the Crimean war in Sevastopol. After the visit he had the dubious honour of tasting one of the exhibits: a glass of whisky dating from 1854. "I have tasted better," he says diplomatically.



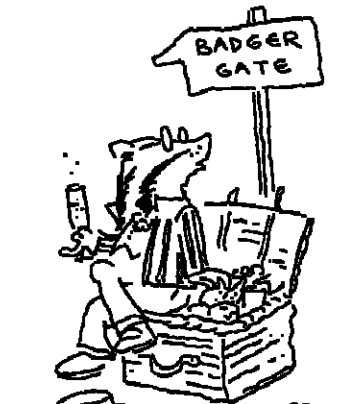
● Christie's yesterday issued a warning to all those who are sitting on 18th-century Chateau Lafite or other valuable vintages: think twice before pulling the cork. With doubts being cast on the value of a 1787 bottle said to have been ordered by Thomas Jefferson but now thought to have been topped up with water, collectors may be tempted to have their wine tested and resealed, but Rosie Sharp of the auctioneers' wine department says: "We generally prefer bottles that have never been tampered with. Although corks probably last only 25 years, collectors would rather they remained untouched."

Borrowed time

NORMA MAJOR's wedding dress is coming out of mothballs at the weekend for the first time in 20 years. But she will not be modelling the white velvet outfit she wore in October 1972 at St Matthew's Church, Brixton. The dress is to be the main attraction at a festival of marriage at St Mary's, Houghton near Huntingdon. Mrs Major made the dress herself, at a time when she was working as a dressmaker. The night before she walked up the aisle, she was still sewing on beads. It has been kept in a duvet bag in black tissue paper ever since.

One person who remembers the dress well is Peter Golds who introduced the couple to each other at Brixton Conservative Association. Golds, who was a witness at the wedding and signed the register, says: "I still have the photographs in my album at home." The date on which the couple met is now an occasion for double celebration in the Major household. It was April 9, 1970: 22 years to the day before John Major won the election.

● Traffic problems at Henley on Thames, which can force even the best mannered of regatta-goers to lose their tempers, may be even worse this year. Badger tunnelling has caused part of Aston Lane to collapse. The road, which runs parallel to the river, has been closed, and badger gates have now been installed. There is talk of digging a tunnel to prevent a recurrence. Meanwhile the race is on to resurface the road before the regatta begins next Wednesday.



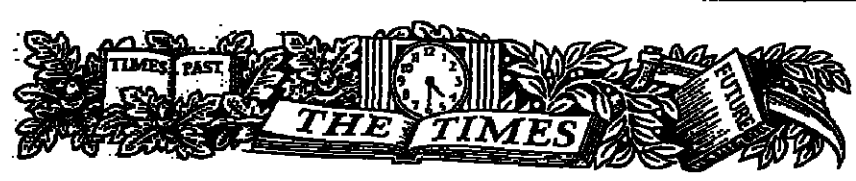
Optional votes

AMONG those sadly not represented in the new Israeli parliament is the Natural Law Party, familiar to all British floating voters from the general election.

Lessons at the zoo

THE EMIR of Kuwait's £1 million donation to London Zoo has delighted Lady Longford, the 86-year-old author. "I was simply thrilled when I heard," she says. Lady Longford has fond memories of visiting the zoo as a child with her father. "I remember the novelty of the chimps tea party and suggesting to my father they were just like us. He was a doctor and went to great lengths to give me a Darwinian explanation of the differences," she says.

Her favourite haunt was the reptile house where she once had a python slung round her neck "like a fox fur". But it was riding on the dromedary's neck which was to prove the most useful experience. "It was very uncomfortable but stood me in good stead when I went camel-riding in Egypt a few years ago. The camel ran away with me but I managed to cling on. It was the most frightening experience of my life."



LANDSLIDE FOR PEACE

When Yitzhak Shamir defied the world with flimsy intransigence, Israeli officials always maintained that peace was the overwhelming priority for the Israeli people. The silent majority, they said, yearned to live in peace and security with their neighbours. Now that majority has spoken. It has swept out of office a government whose approach to the peace process was grudging, halting and often duplicitous. It has elected by a landslide a Labour party that promises an immediate halt to West Bank settlements, an autonomy plan for the occupied territories, better relations with the United States and territorial concessions. Euphoria has gripped most of Israel. Rarely have the chances for regional peace seemed brighter than in this window of opportunity.

Israel's Labour party has been invigorated by its victory. It has been quick to announce plans to revive the dormant Middle East negotiations and reject any truck with right-wing splinter groups anxious for coalition. Yitzhak Rabin, though he would welcome support from those religious parties not identified with territorial fundamentalism, has a freedom rate under Israel's proportional representation. He will not encumber himself with ideological opponents. The public has had enough of fudge and stonewall. When Mr Rabin was defence minister he proved his credentials as an unyielding opponent of the Palestinian *intifada*. Now he wants to talk peace.

The Arabs are ready to listen. Key interlocutors in the Middle East conference have welcomed Likud's downfall — though they have reserved judgment on Mr Rabin. Arab endorsement of an Israeli leader is still a political bridge too far. But Hanan Ashrawi, the moderate Palestinian spokeswoman, has voiced hopes that Labour will move swiftly to fulfil its promises, and a senior member of the PLO, for which Labour has as little love as Likud, has offered to meet Mr Rabin straightaway.

Frustrated by months of paralysis, the Arabs are waiting for the first initiative from

the new government. Their response will surely be quick. More than anything else, the proposed freeze on West Bank settlements will change the negotiating atmosphere. Mr Rabin took a risk in alienating the Eretz Israel lobby, which can still play on Zionist convictions. He calculated rightly that voters were angered at money being spent on these zealots at a time of high unemployment and house shortage. He knew that many Israelis were worried by the poor relations with Washington. Mr Rabin, a former ambassador to Washington, can expect a rapid improvement, notably the freeing of \$10 billion in loan guarantees to help pay for the absorption of Russian immigrants.

For President Bush to underwrite the loan and boost the economy the moment peace talks resume would give the lie to the innuendo that in taking a hard line against the Shamir government, Mr Bush was being anti-Semitic. Mr Rabin in turn would have freedom to make the territorial concessions he knows are necessary for peace.

After the goodwill gestures come two huge hurdles: the existing settlements and Palestinian elections. For years the settlements have grown in size and influence. Their forced evacuation is out of the question. No government can be seen rounding up Jews at gunpoint. Some exposed families in newer camps, short of government support, may find the going too tough and leave. Zealots in the centres of Arab towns such as Hebron will resist attempts to move them. Similarly, free elections in the occupied territories could boost Hamas, the Islamic fundamentalists who reject the Palestinian leadership's moderate negotiating line. Such groups on both sides could yet undermine the talks.

Mr Rabin must exploit his extraordinary triumph fast. But Washington cannot sit back until after its own election is over. More than ever, its chiding and encouragement are needed to hold all sides to their commitments. Time is always the enemy of peace in the Middle East.

BONFIRE OF THE DECENCIES

In Tom Wolfe's *The Bonfire of the Vanities*, the central character, Sherman McCoy, is arrested at home early one morning and arrives at the court in the Bronx in handcuffs. At the main entrance a scrum of cameras and reporters lies in ambush, clearly tipped off in advance. McCoy's lawyer protests at this "outrageous circus arrest". The detective escorting them explains: "You're getting a break as it is. You know what they were talking about, don't you? They wanted to bring the *Times* press to his apartment and cuff him there." By "they" he meant the powers that be.

Though not identical, the facts of the arrest of Kevin and Ian Maxwell last Thursday are too close to this fictional arrest for English comfort. Neither brother was handcuffed. But nor did they have McCoy's advantage of the arrest being at a time and place agreed in advance, with lawyers present. In each case the arrests were early in the morning. But photographers and television cameramen were at the Maxwell brothers' homes as well as outside the court.

In the novel, the police and the Bronx district attorney had a political interest in inciting newspapers and television to give the McCoy arrest maximum coverage. American rules on pre-arrest publicity are less strict than in Britain. Yet the Maxwell case has stimulated a vigorous correspondence in this newspaper, most of it critical of the Serious Fraud Office. The Maxwells had stated their readiness to go to the police station at any reasonable hour by appointment. The early morning drama outside the brothers' homes last Thursday did not serve the functions of justice. It served only to embarrass and humiliate them and their families in public, and to boost the *can-do* image of the SFO.

The SFO's director, George Staples,

declared in *The Times* on Monday that his policy and that of the City of London police was to keep arrests confidential until after they had been carried out. He was satisfied nobody had been tipped off in the Maxwell cases. Others have not been convinced by Mr Staples' assurances. They point out that the gathering of the press outside the Maxwell homes was larger than, and earlier than, the usual daily dose of press attention.

There obviously was a leak, in this and other cases. Mr Staples is being naive not to realise it. Yesterday Lord Spens, a recent defendant in a well-publicised case, told how he had been tipped off by a journalist before his arrest in 1988. The giving of tip-offs and background information to the press on such occasions was, he suggested, almost routine.

The laws against prejudicial publicity before a criminal trial in Britain are rigorous and appear to have been observed during the Maxwell arrests. Publicity given to an arrest does not in itself unbalance the scales of justice. Pre-arrest publicity would clearly do so but only if news of an impending arrest might lead to defendants absconding, interfering with witnesses or tampering with evidence. There appears to have been no danger of this here.

What is more worrying, for instance because it might be of use to a defendant in pleading prejudice and thus escaping justice, is the public impact of this ritual of dawn-arrest-with-cameras. It seems to imply that, irrespective of the processes of the law, the Maxwell brothers in real life — as Sherman McCoy in fiction — deserve to be humiliated. That cannot be squared with the rule in common law that, whether a jury is likely to be influenced or not, every defendant is innocent until proved guilty — and must be treated that way.

FUDGE IN THE AIR

This week's Luxembourg agreement on liberalisation of air travel within Europe gave transport secretary John MacGregor a heady moment and the praise of the prime minister. It could turn out to be a Pyrrhic victory. The new transport secretary had apparently pulled off the impossible by persuading other European nations, long accustomed to protect their state-owned airlines, to face up to real competition from Britain's highly efficient, privately owned airline industry.

Within months, it is claimed, fares will tumble, choice will increase and services will improve. At last, after years of false dawns and cruelly raised hopes, Europe's skies will be free from the bureaucracy that had shot down attempts to give air passengers what they want. On the face of it, airlines will now be able to fly where they want, when they want, and to charge what they want.

As the final documents are distributed and scrutinised, it is apparent that the French — backed by practised Germans, Spanish, Italians and Greeks — have slipped into the accord a whole string of "safeguards". These give liberally minded governments the power to block any attempts by foreigners, alias Britain and Holland, to compete with their own airlines. The agreement provides that each government will have the right to object to a fare which it considers "predatory". Add to that the right of any country to bar new airlines on the foggy grounds that they may cause environmental damage, that a new carrier could overwhelm the capacity of a particular airport, or that allowing a new airline on a route may harm existing surface links, and suddenly the triumph begins to look less than total.

The agreement also ignores the fact that Europe's skies and airports are already full.

If British Airways, British Midland, Air UK or any other airline decides it wants to operate between, for example, Paris and Rome, the chance of it finding suitable take off and landing slots is remote.

The British government is naturally anxious to find a rallying call for its Euro-sceptics. Ministers are thus keen to play down the small print in the new agreement. "Cheap air fares for all" is the kind of slogan it has been looking for. Tumbling fares are, sadly, the stuff of dreams. Europe's airlines, BA notwithstanding, made combined losses of \$1.3 billion last year. This was more than their total profits over the last ten years. With sharply rising costs of air traffic control and landing charges, it is almost inconceivable that they would voluntarily reduce their already wafer-thin profits still further.

Two previous liberalisation packages, both of which were acclaimed as a British victory against European intransigence, produced little of real value in practice and had almost no impact on fares. Despite the political "spin", this agreement may meet a similar fate. The fact that agreement was reached at all has more to do with Europe's need to show that, united, it can do something of real value for the consumer, and to calm down some of the anti-Maastricht clamour. The French, especially, have years of experience in exploiting the small print of Euro-agreements on airlines. They have succeeded in out-manoeuvring Britain yet again.

French farmers have shown that they have little intention of abiding by the letter or the spirit of European agreements. And that is when their government is notionally on the side of reform. In this case, the French government, and its air cartel allies do not support the reform. What hope for a free market in the air against such odds?

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

Market forces versus the moral issue in pay restraint

From Mr Sydney Shenton

Sir, Your report (June 22) that the prime minister is expected shortly to approve increases in pay of about one third or more to senior civil servants, etc., must leave many incredulous and angry. With the country struggling desperately to emerge from severe depression, rising mass unemployment, mounting house repossession and other grave problems the suggestions make no sense whatever.

If we cannot exercise restraint now whenever can we? The so-called principle of comparability is badly flawed in any case. Some sectors, some individuals can always be discovered and utilised to justify a claim for maximum increases. The directors and managers of the privatised public monopolies easily cited high levels of pay in the private sector to justify their demands, regardless of the limitation of their own responsibilities and circumstances.

And so the leap-frogging process continues with the bodies and individuals recommending the increases ultimately enjoying the benefits also. Excess fuels excess. The further justification of the middle-down theory has now been totally exploded. Ruthless control and even reduction of incomes at the bottom with no holds barred at the top has been most harmful economically and most objectionable morally and socially.

With the government realising the limitations of the totally free market to some extent, now surely is the time to exercise some courage and common sense and at the very least reduce drastically the top salaries review board recommendations.

Sincerely,
SYDNEY SHENTON,
95 The Crescent, Davenport,
Stockport, Cheshire,
June 22.

From Mr Geoffrey Crankshaw

Sir, Your cogent leader (June 22) on the top people's pay awards should

be put in every minister's "most urgent" papers.

What is so remarkable is the fact that the pay of judges, senior civil servants and military officers should be bracketed together. They have nothing in common.

Why not give them an annual rise in line with inflation? That would also be by far the best example to the private sector.

Yours faithfully,
GEOFFREY CRANKSHAW,
9 The Avenue,
Ickenham, Middlesex.

From Mr Ashley Mote

Sir, If Mr Major wants market forces to prevail in the civil service he might consider inviting applications at present rates of pay from some of the many thousands of highly experienced, capable former executives, managers, directors and entrepreneurs who have found themselves prematurely and frustratingly on the scrap-heap of unemployment during this pernicious slump.

Yours etc.,
ASHLEY MOTE,
Overlands Court, Dippenhall,
Farnham, Surrey,
June 23.

From Mr Peter Fitzgibbon

Sir, In the wake of the furore over the huge pay increases our "captains of industry" have been awarding themselves it is hard to understand how our captains of bureaucracy can even contemplate a 30 per cent pay increase.

The failure of our present government to curtail such abuse seems scant ground for seeking parity: salary reductions seem more appropriate.

Yours faithfully,
P. FITZGIBBON,
11 St Johns Place,
Canterbury, Kent,
June 24.

Right of appeal over granting of bail

From Mr J. R. Spencer

Sir, The case of Andrew Hagens (report, June 11), who raped and murdered after magistrates had bailed him despite strenuous police objections based on the fact that he was obviously dangerous, is deeply shocking.

It has led, understandably, to fierce criticism of the bench who freed him, and calls for new limits on the magistrates' powers to bail. You even report an MP as saying that magistrates should no longer be able in cases involving violence to bail suspects where the police object. But the problem is not that the law

enables magistrates to grant bail against police objections: we would be a police state if they could not.

The trouble is that there is no appeal to a higher court if their decision is mistaken — as it must be sometimes. As the law stands the defence has three ways of challenging a bail refusal, the prosecution none.

Before anyone says that a prosecution appeal against a grant of bail would be an unthinkable contradiction of the basic principles of British justice, I advise them to look at the Criminal Procedure (Scotland) Act 1975, s.31(2), which is as follows: "Where an application for bail is granted by any sheriff... the public prosecutor, if dissatisfied with the decision allowing bail... may appeal to the High Court, and the

Israel's democracy

From Professor T. Cannon

Sir, The early results of the Israeli general elections suggest that a new opportunity exists to restart the process towards a lasting peace in the Middle East. The election itself should, however, remind us that Israel is a democratic society where governments are changed by the ballot box not the bullet.

Despite the many challenges facing their nation, Israelis remain wedded to the principles which are symbolised by the transfer of power from one elected government to another. All those seeking to support the peace process should keep firmly in mind the special importance of all islands of democracy in turbulent times.

I remain yours sincerely,
T. CANNON,
13 Old Broadway,
Didsbury, Manchester,
June 23.

Cleaning windows

From Mr Paul Fifoot

Sir, Your diarist's "brief call of history books" (June 22) was too brief. There may be some doubt as to the date of the death of St Wenceslas, but Rudolph II had been dead six years by the time of the defenestration of Prague and the unfortunate defenestrates, von Martiniz and Slavata, were Catholic not Protestants.

Yours faithfully,
PAUL FIFOOT,
Zebrato,
Lynwood Avenue,
Epsom, Surrey,
June 22.

Aids relief centre

From Mr Christopher Spence

Sir, Hugh David ("In the pink", Saturday Review, June 13) was wrong to describe London Light-house as "a privately-funded Aids hospice" established by the gay community to "cater for its own particular needs".

Conventional, respite and palliative care in a 23-bed residential facility is just one of a wide range of community and centre-based services which London Light-house makes available to men, women and children living with HIV and Aids. Between 1,500 and 2,000 people come through the centre each week. It also offers education and training programmes and a consultancy service in Britain and abroad.

Over 75 per cent of the £4.35 million revenue comes through central government grants and negotiated contracts with health and local authorities. This year a £1.25 million

shortfall will be found from charitable trusts, corporate sponsorship and fund-raising events, as well as from individual donations.

Yours etc.,
CHRISTOPHER SPENCE
(Director),
London Light-house,
111-117 Lancaster Road, W11,
June 18.

From Mr David Smith

Sir, Of course it is true, as Hugh David indicates, that there are hundreds of thousands of lesbians and gay men in London using specially targeted services on a regular basis, and of course some of these have withstood the recession. But that is by no means the same as to say

Business letters, page 23

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — 071-782 5046.

BNFL puts case on Sellafeld

From the Chief Executive of British Nuclear Fuels

Sir, Contrary to Lord Melchett's assertion (letter, June 23) BNFL did not gag Greenpeace. We did not gag the pop group U2. We did not gag anyone. What we did was to take legal action to prevent a free pop concert taking place on our land in circumstances which made us fear for the safety of our plant at Sellafeld.

The sequence of events leading up to our High Court action was that in February we gave an organisation called Cumbrians Opposed to a Radioactive Environment (CORE) permission to hold a demonstration on our land on June 20. We have allowed a similar event in the past and we were expecting about 200 to 300 people.

But shortly before the demonstration, the involvement of Greenpeace, U2 and other groups became clear. Greenpeace applied to the local council for a music licence and asked us for permission to set up a stage and to put seating for up to 10,000 people in place.

Once we realised that the event had changed beyond all recognition, we became concerned about public health, order and safety and requested that original permission. Greenpeace refused to call off the event, so we had no alternative but to take action ourselves to stop it.

We are not afraid of free speech or protests against our industry. We regularly debate nuclear issues with opposition groups. Claims that Sellafeld is responsible for cases of childhood leukaemia will be tested in the High Court later this year. BNFL is contesting the cases because we are convinced by expert opinion that there is no substance in the suggestion that these illnesses are the result of radiation from or in our plant.

Our new reprocessing plant coming into operation next year has been approved by public enquiry, by parliamentary vote, by the Nuclear Installations Inspectorate and by the EC. When it is in full operation the results of radiation exposure from Sellafeld to the most affected member of the public will be a small fraction of that allowed by the regulatory bodies.

Yours faithfully,
NEVILLE CHAMBERLAIN,
Chief Executive, BNFL,
Risley, Warrington, Cheshire,
June 24.

Rough judgment

From Mr Chris Mullin, MP for Sunderland South (Labour)

Sir, Sir Frederick Lawton (letter, June 19) writes: "Mr Levin and other critics of the Court of Appeal seem not to appreciate that it cannot act without evidence." At the first appeal of the Guildford Four in 1976 the judges (who included Sir Frederick) had before them a mountain of new evidence which they declined to accept.

The case of Cooper and McMahon was referred to the Court of Appeal (where again the judges included Sir Frederick) by no fewer than four successive home secretaries. On each occasion the judges just sat stony faced in the face of compelling new evidence.

In the end the home secretary, William Whitelaw, became so exasperated that he simply ordered the men to be released without further ado.

In the 1987 appeal of the Birmingham Six the judges (who did not include Sir Frederick) began by rejecting a request for a retrial which would have given a jury a chance to assess the enormous amount of new evidence. They then proceeded to make fools of themselves by failing to see what was obvious to most sensible people.

The truth is that judges, both at trial and on appeal, played a large part in most of the recent miscarriages of justice and there is nothing to be gained from suggestion otherwise.

Yours sincerely,
CHRIS MULLIN,
House of Commons,
June 22.

On the ball

From the Reverend David Prior

Sir, Last Sunday I dragged myself away from watching the end of the Test match at Lord's in order to preach at our evening service on the theme of "What Christians believe about the Trinity". The last three balls I watched being bowled were by Ian Salisbury, England's exciting new spin bowler. The first was a leg-spinner, the second a top-spinner, the third a googly.

I had been fretting around for a helpful illustration of the Trinity — and there it was one person expressing himself in three different, but very similar ways. The leg-spinner's stock ball represents God the Father, who created us to "feel after him"; the top-spinner, which goes straight through, represents the direct activity of God the Son; the googly represents the surprising activity of God the Holy Spirit.

Yours sincerely,
DAVID PRIOR,
St Michael's Church,
4 Chester Square, SW1,
June 24.

Glum names join ranks of walking wounded

The mood at Lloyds annual meeting yesterday was one of near despair — not so much a lion's den as a sheep's pen. Among the names present was Harriet Crawley, who lost £55,000, modest by other people's standards

IT WAS impossible not to feel admiration for David Coleridge, the beleaguered chairman of Lloyds as he stood on his feet, sweat glistening on his forehead, for six hours.

We, the walking wounded, were out in force. Outside Richard Rogers' phantasmagorical building a humurous bankrupt name stood beside his penny farthing passing the hat while another impoverished Lloyds member, a feather stuck in his straw boater, marched in a sandwich board advertising a restaurant for lunch.

Forget about lunch. This was the longest and the largest annual general meeting in Lloyds history. Over 3,000 names packed the vast trading floor and spilled upwards into four galleries. In glum



Crawley can only just meet this year's losses

silence we listened to David Coleridge tell us what we already knew: the worst losses ever recorded at Lloyds, in excess of £2 billion for 1989, a third of which is borne by five excess loss syndicates.

Speaking on a rostrum beneath the Lloyds crest and motto "Fidentia" David Coleridge looked forward to a better future. For five hours names forced his attention to the nightmare of the present although the fact that so many have been blind white may have explained the low key mood, the near despair. "Not a lion's den," said one name, "a sheep's pen."

In muted voices the tales of woe were horrific. Alan Navrahil, a farmer who lost

£650,000. Mr John Harris on all five excess loss syndicates and £500,000 the poorer. The pensioner who is down literally to his last cufflink which he brandished in front of the chairman.

The general feeling among most distressed names was that the chairman offered only crumbs of comfort. The central levy for hardship cases, the new stock loss to cap excessive loss, the recommendations of the task force and the independent enquiry into certain suspect syndicates will provide too little help too late.

"Trade through your losses," was the chairman's advice. Weary names shuffled forward to the microphone and asked, "How? My losses are so great that I now fall below the necessary means required to stay in Lloyds. I shall be forced to resign and to give up any hope of making back any money."

In my own case, I have resigned but I am "trapped" by open years [where a syndicate cannot finalise its accounts because of litigation over losses]. My deposit, a bank guarantee against my only flat is now "frozen" until these years close. I can just meet this year's losses, modest by other people's standards a mere £55,000, but next year I face the same again and no one can tell me how much I could lose through my open years nor indeed for how long. When I pressed my underwriting agent he told me to think in terms of a decade.

Caveat Emptor of course I kick myself for joining a society that must be the worst risk going but in the early eighties it all looked so safe and so cheap — no need to put up any money, just your flat.

Pressed on what went wrong David Coleridge wearily insisted that catastrophes were unprecedented. At times the chairman seemed a broken man. He has received hate mail by the bucket-load. He is rung up in the middle of the night, by whom he would not say. He looks forward to the end of his chairmanship



Dame Joan Sutherland, the Australian opera singer who retired recently, arriving at the Sheldonian Theatre yesterday where she received an honorary degree from Oxford University

The lament of Lloyd's judgment day

Continued from page 1
alternative to litigation." Mr Coleridge had explained that more than a third of the market's loss was accounted for by the results of just five syndicates.

Four of these were managed by two agents, Feltrim and Gooda Walker. Mr Doll-Steinberg had his money with Gooda Walker, which has now ceased to trade.

He and his fellow out-of-pocket Gooda Walker names have lost more than £1.2 bil-

lion. "We feel most, if not all, of that has been brought about by improper business and malpractice. We aim to get all of its back. We'll be suing agents, brokers, auditors."

As Mr Doll-Steinberg walked off down the street a couple of Lloyd's workers poked their noses into my notepad and one snapped: "He's been a name for 17 years. Ask what his profits have been." Jennifer Grossman, who was accompanying

her father Andrew, an American lawyer, said that she could be kicked out of her home in Chiswick, west London, any day.

"My father became a name in 1988. He could be liable for several hundred thousand pounds. He would be bankrupt twice over if he had to meet all his debts," she said. Alan Price came from Battersea, southwest London, on a penny-farthing bicycle, a penny transport that he could afford. He said: "My wife has

divorced me. I have had to take my children out of public school and I have had to sell my Ferrari."

In the Lloyd's shop at the base of the building, they were still selling three-deck chairs for £1,089.12. Silver-plated coasters were on offer at half price for £13.50 a set. It was the closest thing to a bargain in Lime Street.

'Appalling' loss, page 19
Coleridge show, page 19
Comment, page 23

Political sketch

Joseph revives sterile debate

In the summer of 1974, Sir Keith Joseph MP made a speech which effectively ended his hopes of leading the Conservative party. Yesterday in the Upper Chamber, nearly two decades later, his voice quavered a little with age. Lord Joseph returned to the theme: rather sadder, infinitely more tentative, yet still insistent, still sure it mattered, still with that moral and intellectual courage which mark him as author of the Thatcherism she never understood.

As usual, the debate he hoped to provoke hardly got going. As usual, his speech was ponderous and awkward. As usual, he was careless how his words might be twisted and what sniggers they might provoke. As usual, he found few minds among his audience to engage with his. The occasion brought him full circle.

You may remember that first speech in 1974. Joseph drew attention to what he saw as a dangerous birth rate among parents least likely to bring up children properly. Within hours his enemies were representing this as a call for mass sterilisation. Though he went on to deliver the Tory leadership to Mrs Thatcher and become industry secretary and education secretary in her government, he never really recovered.

Lord Joseph's speech yesterday was short-titled "the importance of the way parents bring up their children". To hear it, your sketchwriter waited first through the Lords question time. For those of us educated to believe that in the Upper Chamber fine minds ponder the welfare of the nation, it is useful to be reminded how mediocre the place is, and how seldom anything fresh or potent emerges there.

A minister who looked like the younger Buddy Holly and was apparently a hereditary peer succeeded — which is more than some of them do — in finding and reading the right civil service answers to questions that several elderly peers raised about student grants.

Lord Forester told the Earl Howe, agriculture spokesman, that "the seasons roll on and nothing will stop them" (how Mrs Thatcher, who detests platitudes and defied the seasons, is going to hate this place). And Lord Grim-

mond asked whether "subsidisation" if Orkney cheeses are now banned from wooden shelves by the EC? The Earl Howe did not know.

Then came Keith Joseph. The whole tone changed. As an orator it was largely ineffective, yet the thoughts within it transcended the tawdry gilt and leather of the Chamber. He did not shrink from using the word love: love within a family, he said, should be unconditional, but discipline firm. He did not try (as even a Tory minister would) to weasel his way round the blindingly obvious truth that it is hard to raise children properly with only one parent. He said that day care was no panacea, and, unless good — which meant expensive — might harm a child's capacity to mature. Then, tackling head-on the dilemma on which Mrs Thatcher was always so evasive, he said that it was often better if a parent could stay at home. Taxation should be changed to encourage such parents. Voluntary bodies, like Homestart, could help them.

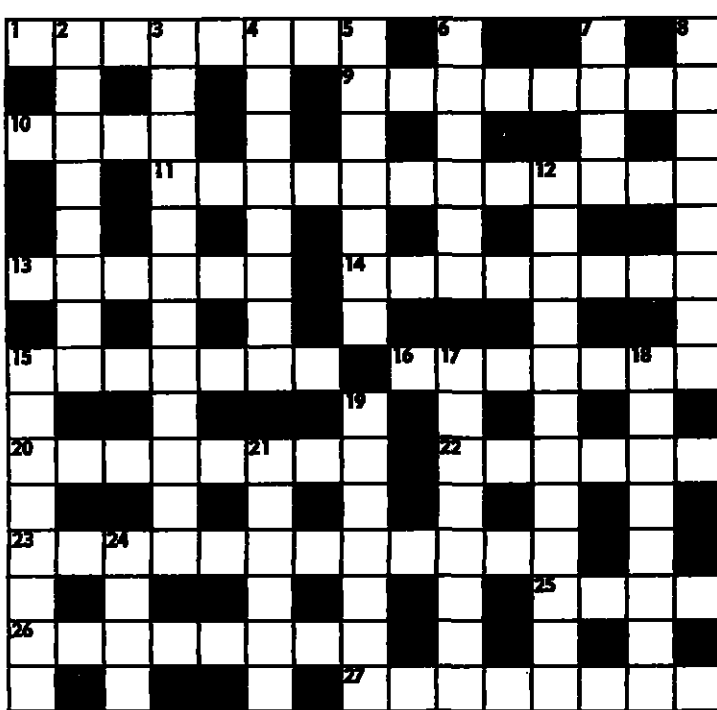
Now Lord Joseph approached, again, the rock on which he wrecked his career. Family problems could be found in every social class, he said, but were more common among the less privileged. "Careless procreation" was not to be encouraged. Young women should be discouraged from seeing "childbirth as their only fulfilment". We should not shrug shoulders at "young men who breed irresponsibly". A key to this was stigma.

Stigma. That was what he said, referring honestly and by name to a concept central to Western moral reasoning: a psychological breaker behind which half a century of flabby liberalism has sheltered while turning its eyes from the sea. What the neighbours say should matter, he explained. It is a measure of the abject level of English jurisprudence that the sentiments sounded so odd.

For Labour, the Baroness Blackstone read a speech about the level of child benefit, completely missing the point. Keith Joseph looked, as he always has, disappointed. Lady Blackstone had brought us back to the red leather, gold leaf, and evasion.

MATTHEW PARRIS

THE TIMES CROSSWORD NO 18,954



ACROSS

- 1 Quiet walks to a scene of carnage (8).
- 9 A knock about comedy is 1 (8).
- 10 Watch out for the hole (4).
- 11 In 3, you start to speak and fail many times over (12).
- 13 You won't win a game here until you're past forty (6).
- 14 No flag, no waving banner (8).
- 15 Eating, runs off feeling sick (7).
- 16 Extra on the bill for the Irish Times? (7).
- 20 Hard for the French soldier to follow order in Sudanese battle (8).
- 22 Prepare to play melody louder (4,2).
- 23 Prank at Highland gathering, some say, gets the bird (12).

DOWN

- 2 Lead the others in poll support (4).
- 3 Friends found here in restaurant, say, after start of meal (7-5).
- 4 Car stops short in middle of France (8).
- 5 Food in the States swallowed by wise guy (7).
- 6 Collide awkwardly with girl in study (6).
- 7 Tramp's ferret gets duck (4).
- 8 Table of belief (8).
- 12 Unfeigned anger at king's gift (12).
- 15 Abolish spirits, or cut duty (8).
- 17 Wrongly calculated number of pupils — do better (8).
- 18 Allowed to follow Lancaster's challenge (8).
- 19 One who knows the secret of pub drink, we're told (7).
- 21 Knock-out draught taken as a joke (6).
- 24 Stone — hard part of fruit (4).

Solution to Puzzle No 18,953

SOLUTIONS TO PUZZLES
U T O H S S R U
M I D D L E O F T H E R O A D
B E S U R P W I
U P D A T E S A N T O N Y M
G O A E I I E
A V E R S I O N C R O W N
S E D E V T
T H R O W E N D P A P E R
R O A T R S
A U G U R A L W H A T S I T
P L K I A V I A
P R E O S S E S S I N G L Y
A U T U S H E
Q U I M I T Y G E O M E T E R

Concise Crossword, page 21
Life & Times section

By Philip Howard

HARUSPEX
a. A forecaster or pollster
b. A Viking harp
c. A long-necked
EPITOMISTIC
a. Worshipping lotuses
b. Of the school of Thomas Aquinas
c. Tense cogent
VISCID
a. A Yiddish whizzkid
b. Goody
c. Knowing about sin
BLISSOM
a. An autumnal blossom
b. In heat or rutting
c. A carbonaceous ball

Answers on page 16

For the latest AA traffic and roadworks information, 24 hours a day, dial 0835 401 followed by the appropriate code.
London & SE
C. London (within N & S Circles) 731
M-ways/roads M4-M1 732
M-ways/roads M1-Dartford T 733
M-ways/roads Dartford T-M23 734
M-ways/roads M23-M4 735
M25 London Orbital only 736
National
National motorways 737
West Country 738
Wales 739
Midlands 740
East Anglia 741
North-west England 742
North-east England 743
Scotland 744
Northern Ireland 745

AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

Clue: A PS/2 is the cutting edge (3,3).
Answer: Top Saw

IBM

Today's pollen count forecast is **HIGH SELDANE**. A major advance in hayfever treatment.

WEATHER

England and Wales will have a cloudy start but sunny intervals will develop with a risk of showers in the south and southeast in the afternoon. Most of Scotland will be cloudy with outbreaks of rain. Drizzle over southern Scotland and Northern Ireland at first will give way to a bright and dry afternoon. Northern parts will be cool, and sheltered southern areas warm. Outlook: outbreaks of rain in the north; sunny periods elsewhere. Dry and warm in the south.

ABROAD

MIDDAY: 1st shower, drizzle, 1st fog; 2nd sun; 3rd drizzle; 4th sun; 5th rain; 6th sun; 7th rain; 8th sun; 9th rain; 10th sun; 11th rain; 12th sun.

	C	F		C	F
Algeria	18	64	Madrid	21	70
Amman	26	79	Malaga	23	73
Athens	20	68	Malta	27	81
Bahrain	38	97	Melb	13	55
Bangkok	32	90	Moscow	19	66
Bombay	32	90	Nairobi	21	70
Buenos Aires	21	70	Paris	21	70
Calcutta	32	90	Rome	21	70
Cairo	32	90	Sydney	21	70
Cape Town	18	64	Tokyo	21	70
Chengdu	21	70	Vienna	21	70
Cebu	21	70	Zurich	21	70
Dhaka	21	70			
Dublin	21	70			
Frankfurt	21	70			
Geneva	21	70			
Hong Kong	21	70			
Hyderabad	21	70			
Jaipur	21	70			
Karachi	21	70			
Kolkata	21	70			
Lahore	21	70			
London	21	70			
Los Angeles	21	70			
Luanda	21	70			
Luxembourg	21	70			

* denotes figures are latest available

TOURIST RATES

	Bank	Bank
Australia \$	2.52	2.36
Austria Sch	13.22	12.00
Belgium Fr	66.85	66.85
Canada \$	1.34	1.18
Denmark Kr	7.46	6.85
Finland Mk	6.45	5.85
France F	10.26	9.36
Germany DM	3.04	2.84
Greece Dr	368.00	348.00
Hong Kong \$	1.138	1.068
India Rupee	14.00	13.00
Italy Lire	2910.00	2160.00
Japan Yen	254.50	235.50
Netherlands Gld	11.77	11.17
Norway Kr	253.00	235.00
Portugal Esc	200.00	180.00
South Africa Rd	190.00	177.00
Spain Ps	11.12	10.32
Sweden Kr	1350.00	1250.00
Switzerland Fr	1.92	1.82
Turkey Lira	1.92	1.82
USA \$	1.92	1.82
Yugoslavia Dnr	140.00	140.00

Rates for small denomination bank notes only as supplied by Barclays Bank PLC. Different rates apply to travellers' cheques

LIGHTING UP TIMES

	Sun rises	Sun sets
London	9.22 pm to 4.45 am	9.22 pm
Bristol	9.31 pm to 4.55 am	9.22 pm
Edinburgh	10.03 pm to 4.28 am	9.22 pm
Manchester	9.52 pm to 4.41 am	9.22 pm
Penzance	9.56 pm to 5.14 am	9.22 pm

New moon June 30

POWER RANGES

Tower Bridge will be lit at the following times today: 6pm, 8.45pm, 9pm and 10.15pm

For the latest region by region forecast, 24 hours a day, dial 0891 500 followed by the appropriate code.

GREATER LONDON

Kent, Surrey, Sussex	703
Dorset, Herts & IOW	702
Devon & Cornwall	704
Wilt, Glouce, Avon, Soms	705
Beds, Bucks, Oxon	706
North, Suffolk, Cambs	707
West Mid & Sh Glos & Gwent	708
Shrops, Herefs & Worcs	709
Central Midlands	710
East Midlands	711
Lincs & Humberside	712
Dyfed & Powys	713
Gwynedd & Clwyd	714
N W England	715
W & S Yorks & Dalcs	716
N E England	717
Cumbria & Lake District	718
S W Scotland	719
W Central Scotland	720
Edin S Fife, Lothian & Borders	721
E Central Scotland	722
Grampian & E Highlands	723
N W Scotland	724
Caithness, Orkney & Shetland	725
N Ireland	726

Weathercall is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

THE POUND

Yesterday: Temp: max 6am to 5pm, 19C (66F); min 6pm to 5am, 13C (55F) Humidity: 65%, 52% per cent. Rain: 24hr to 5pm, trace. Sun: 24hr to 5pm, nil. Bar, mean sea level, 1015.7 millibars, rising.

Yesterday: Temp: max 6am to 5pm, 20C (68F); min 6pm to 5am, 11C (52F) Humidity: 65%, 52% per cent. Rain: 24hr to 5pm, nil. Sun: 24hr to 5pm, 12.5hr.

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Lasmo cuts Ultramar issue target

BY GEORGE SIVELL

LASMO revealed yesterday that it had reduced the amount it expected to raise from the flotation of Ultramar Corporation from a maximum of \$693 million to between \$495 million and \$561 million.

The oil group said the flotation was expected soon but could give no indication of timing. Marketing, by the American bank Goldman Sachs, continues. The bank said there would be a further announcement when it was in a position to make one.

The shares, which fell 15p to 172p on Tuesday because of fears that the issue would, like GPA's last week, be withdrawn altogether, steadied. They ended unchanged at 172p, against 245p on the day the £1.2 billion bid for Ultramar was won last December, and 312p when it was declared the previous month.

Lasmo's cut in expectations from the flotation of Ultramar's downstream assets was revealed in a revised filing to the American Securities and Exchange Commission in New York overnight.

The amount expected to be raised from the issue of 33 million shares has been cut from \$21 a share to between \$15 and \$17. Lasmo said yesterday that the proceeds from floating off all of Ultramar Corporation would

include \$480 million of debt securities to be offered and the \$125 million already raised from selling Ultramar's ships.

Goldman Sachs would not comment on the precise reasons for cutting the target price but is thought to have looked at world market conditions, the oil price and other factors. The bank is also in the middle of a marketing campaign for the issue and is bound to have started receiving feedback from fund managers.

The sale of the downstream assets became an issue during the bid battle. As part of its defence, Ultramar questioned Lasmo's ability to dispose of the North American refineries at fair prices. During the bid, the Takeover Panel asked Lasmo to clarify statements on the sale of Ultramar's downstream assets.

Ultramar's defence was weakened, however, by the resignation of three directors, including John Darby, the chairman, and Lord Remnant, the deputy chairman.

Goldman Sachs was also one of the advisers to the flotation of GPA, which was pulled last week, upsetting market sentiment. Wellcome, the pharmaceutical group, and its advisers, must also make a decision soon on the size of a current shares offer.

Tempos, page 22

AAH outgrows effects of recession

BY PHILIP FANGALOS



Confident outlook: Bill Pybus, the chairman of AAH

BILL Pybus, the chairman of AAH Holdings, is confident about prospects after increased contributions from healthcare and environmental services boosted full year profits at the healthcare and distribution group.

Organic growth and acquisitions helped AAH, which claims to be the United Kingdom's largest pharmaceutical products wholesaler, slightly ahead of UniChem, lift pre-tax profits by 12.2 per cent to £32.2 million in the year to end-March. Gross turnover advanced 17.3 per cent to £1.32 billion, despite difficult trading conditions.

"In the appalling conditions we had to face this is a good result. The current year has started very much in the same mould," Mr Pybus said.

The withdrawal of Medico-pharma, the Dutch pharmaceuticals competitor, allowed AAH to buy three of its distribution warehouses and increase market share. However, the monopolies commission recommended a "minor divestment" in Aberdeen after fears that competition could be harmed in Scotland. Mr Pybus does not expect any significant adverse effects as a result, with the Aberdeen operation accounting for only 2 per cent of the region's sales.

"It is just a pin-prick," he said. "Trading profits from the healthcare services division rose 19 per cent to £26.7 million, on sales ahead 20 per cent to £1.11 billion, accounting for 84 per cent of group turnover. Some £61 million of total sales related to Glaxo products, which were handled on an agency basis for a distribution fee. The division, which accounts for 73.8 per

cent of profits, was also boosted by first time contributions from retail pharmacies acquired during the year. Total retail units number 160, after 40 units were added last year.

Mr Pybus expects further growth at the division. "We expect more of the same; the market is still expanding at about 11 per cent a year."

Successful tenders for local authority land maintenance and waste management contracts, and last October's acquisition of Charlesplant, the refuse collection to land maintenance company, helped environmental services profits rise 19 per cent to £4.3 million, on sales up 48 per cent to £50.6 million.

Other areas were not so buoyant, affected by "the appalling conditions". Builders supplies profits dipped to £2.6 million (£3.7 million), on sales down 6 per cent to £77.3 million, while depressed electrical products and housewares markets are blamed for a £200,000 dip in profits to £2 million, on sales down to £68.7 million (£69.5 million). Distribution services profits fell to £600,000 (£1 million), on sales 15 per cent lower at £12.1 million.

Despite increased calls on working capital, the interest charge fell slightly to £4 million (£4.2 million), with interest covered 9.1 times, against 7.8 times previously.

The final dividend is being raised to 10.95p (9.9p) a share, giving 16.35p (14.85p) a share for the year. Earnings climbed to 31.8p (29.7p) a share. There was an extraordinary gain of £6.6 million on the previously reported sale of Weevsown. The shares added 5p to 518p.

Standard Chartered calls for arrests

STANDARD Chartered, the international banking group, has asked the Indian Criminal Bureau of Investigation to arrest nine men, including two former employees of the bank, which it claims were involved in the Bombay securities market scandal last month. Four of the men named in Standard's complaint have already been arrested.

The bank's criminal complaint is part of the procedure established by the Indian authorities to deal with alleged offenders in the scandal. A spokesman for Standard said the two former employees named in the complaint were dismissed last week.

Southern Business up

SOUTHERN Business, a photocopy supplies group, raised pre-tax profits by a tenth to £7.1 million in the six months to March 31, on sales also up a tenth to £27.4 million. The interim dividend is 1.15p (1.03p). The shares rose 2p to 112p. The company said its debts amounted to just 5 per cent of shareholders' funds at the end of the half-year. It has signed a five-year agreement with Canon, its most important supplier, continuing a 15-year relationship.

JLI boosts earnings

PRE-TAX profits of JLI Group, a food processor formerly known as Jack L. Israel, rose from £2.32 million to £3.17 million in the year to March 31. Earnings per share were ahead from 8.0p to 9.3p. A final dividend of 3p (2.87p) makes a total of 4.5p, up from 4.3p. Two rights issues during the year raised a total of £20.7 million. Yoav Gottman, chief executive, has been shifting the company away from distribution into higher-margin activities.

Latham deeper in red

LOSSES at James Latham, a timber importer, rose from £383,000 to £612,000 before tax in the year to March 31. Christopher Latham, chairman, said it had been "a miserable year" and offered little hope of recovery. Bad debts averaged 1.5 per cent of sales, which were down from £66.04 million to £59.59 million. The loss included a £38,000 charge against property disposals. The total dividend went to 3.75p from 6.5p, with a final payout of 2.25p (4.5p).

Arthur Lee advances

ARTHUR Lee, the steel and plastics group based in Sheffield, increased profits before tax from £323,800 to £604,000 in the half year to the end of March, despite a £3 million fall in turnover to £51.9 million. The rise in profits reflects cost-cutting action. Earnings rose from 1.05p a share to 1.28p, but the interim dividend is held at 1.65p. The balance sheet remained strong, with gearing still close to 25 per cent.

Hoskyns pegs payout

HOSKYNs Group, the computing services company in which Cap Gemini Sogeti of France has a 69.34 per cent stake, is maintaining its interim dividend at 0.75p despite a 35 per cent slide in pre-tax profits to £5.6 million in the six months to end-April. The group, one of the largest UK suppliers of computer services, blames continuing depressed conditions for a 7 per cent decline in turnover to £93.7 million. Earnings fell to 3.9p a share, from 6.4p last time.

Bristol Water ahead

BRISTOL Water, the statutory water company in which Wessex Water has a stake, raised pre-tax profits by 76 per cent to £5.24 million, in the year to March 31. It did so by means of cost-control and an efficiency programme. Sir John Wills, chairman, said Bristol's million customers were unlikely to face restrictions on water use this summer. A final dividend of 18.7p makes a total of 28p. Bristol is to raise prices this year by 7.3 per cent.

Cassidy dividend rises

SHAREHOLDERS in Cassidy Brothers, the USM-quoted toy manufacturer, will receive an increased dividend of 2.4p (1.5p) a share for the year, after an improved final payout of 1.65p (1.5p), following a 46.8 per cent jump in profits. The shares responded with a 12p rise to 78p. Cassidy increased pre-tax profits to £695,521 in the year to end-April (£473,923) on turnover ahead 11.1 per cent to £6.27 million. Earnings per share were 9.07p (4.32p) a share.

Electrolux in AEG link

THE concentration process in the European white goods industry has taken another leap forward. Electrolux, of Sweden, and AEG, of Germany, have agreed to pool production of washing machines, tumble dryers and dishwashers, although the brands names will remain separate for the time being. Electrolux will take a 10 per cent share in AEG Haushaltsgeräte, which, in turn, will subscribe to debentures in Electrolux.

Wagon to peg payout despite profit fall

BY OUR CITY STAFF

WAGON Industrial Holdings, the materials handling to automotive products group, is maintaining its dividend at 17p for the year to March 31, with an unchanged final payout of 10.675p, despite a 34.4 per cent fall in profits. Depressed economic conditions, soft demand and margin erosion pushed the pre-tax figure down to £14.1 million (£21.5 million). Turnover, affected by disposals, was £229.5 million (£256 million).

The decline in profits was exacerbated by a £2.1 million exceptional charge, relating to the costs of factory and product rationalisation. Wagon said the rationalisation measures, which are largely complete, would bring a permanent reduction in costs.

Trading profits of the materials handling and storage division fell to £8.81 million (£10.7 million), on turnover down to £99.4 million (£105.8 million); engineering profits slid to £3.02 million (£6.54 million), on turnover of £58.1 million (£62 million). However, better-than-expected exports helped automotive products buck the trend, with profits at £5.43 million (£4.82 million), on turnover up to £72 million (£65.3 million). Earnings per share slid to 23.72p (38.51p) and fully diluted earnings per share to 23.79p (35.89p).

EC farm deal fails to lift gloom from deadlocked Gatt talks

BY WOLFGANG MÜNCHAU, EUROPEAN BUSINESS CORRESPONDENT

THE French trade minister, Dominique Strauss-Kahn, said that the deadlocked General Agreement on Tariffs and Trade (GATT) negotiations have little chance of being resolved before the American presidential elections in the autumn.

M. Strauss-Kahn's comments, made in Paris, underline the growing pessimism over the present Uruguay Round of GATT trade talks, which are now in their sixth year. Earlier in the week, a leading GATT official had been quoted as saying that the talks were now "totally and utterly blocked", despite the recent agreement by EC farm ministers to cut farm subsidies.

This agreement was heralded at the time as a breakthrough, but it seems it has done little to quell American intransigence on the issue. Helmut Kohl, the German chancellor and current president of the G7, also indicated earlier this week that no new GATT initiative should be expected at next month's G7 summit in Munich. Dieter Vogel, the Chancellor's spokesman, said yesterday that GATT would not feature at the summit because the issue was far too technical for the



Kerin: call for courage

world leaders. "There is not going to be an agriculture poker game between the EC and the United States in Munich," he said. But he added that the German government was doing its best to resolve the deadlock.

Judging by the various comments, Europe and America appear to be in no great hurry to complete the Uruguay Round, which remains deadlocked over the issue of farm subsidies. Trade officials believe that with the American

elections in November out of the way, agreement may be politically easier to strike, although by then France may have entered its own election campaign for the 1993 parliamentary elections.

Arthur Dunkel, general secretary of GATT, said in Brussels yesterday that the EC-American row over farm subsidies was not the only obstacle to concluding the trade round. Other countries would also need to agree to a package.

Mr Dunkel said: "A political breakthrough between the two majors will have to be multilateralised, and other hard issues settled. This will take some time."

John Kerin, the Australian trade minister, said in an interview that "it would be criminal" if the G7 countries were unable to sort out their dispute.

He was quoted as saying: "What is needed is a dose of political courage." C. M. Strauss-Kahn said he expected a balanced trade account this year, after a deficit of Fr30 billion in 1991. During the first five months of the year, France has achieved a seasonally adjusted trade surplus of Fr1.7 billion.

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BUSINESS ROUNDUP

Standard Chartered for arrests

Standard Chartered, the international banking group, has announced that it is investigating a number of allegations of fraud and mismanagement. The group, which is based in London, has a network of branches in 40 countries. It has a long history of providing financial services to businesses and individuals. The investigation is being conducted by an independent firm of accountants. The results of the investigation will be published in the near future.

Therm Business up

Therm Business, a plastics supplier, has reported a significant increase in its profits for the first half of the year. The company, which is based in the Midlands, has a long history of providing high-quality plastics products to a wide range of customers. The increase in profits is attributed to a combination of factors, including a rise in demand for its products and a reduction in costs.

Boosts earnings

A number of companies have reported a boost in their earnings for the first half of the year. This is a positive sign for the economy, as it indicates that businesses are performing well. The increase in earnings is likely due to a combination of factors, including a rise in demand for goods and services and a reduction in costs.

Team deeper in red

A number of companies are reporting a deepening of their losses for the first half of the year. This is a negative sign for the economy, as it indicates that businesses are struggling. The increase in losses is likely due to a combination of factors, including a fall in demand for goods and services and an increase in costs.

Mur Lee advances

Mur Lee, a prominent businessman, has advanced his position in the business world. He has been instrumental in the development of several major projects, and his leadership has been widely praised. His advances are a testament to his hard work and dedication to his work.

Skyns pegs payout

Skyns, a company that provides financial services, has pegged its payout for the first half of the year. The company, which is based in London, has a long history of providing high-quality financial services to its customers. The payout is expected to be a significant increase on the previous year's payout.

Stol Water ahead

Stol Water, a company that provides water services, is ahead in its efforts to improve its services. The company, which is based in the Midlands, has a long history of providing high-quality water services to its customers. Its efforts to improve its services are a testament to its commitment to its customers.

Dividend rise

A number of companies have announced a rise in their dividends for the first half of the year. This is a positive sign for investors, as it indicates that the companies are generating strong profits. The increase in dividends is likely due to a combination of factors, including a rise in demand for goods and services and a reduction in costs.

ERF

ERF (Holdings), the heavy lorry maker, is reporting a significant increase in its profits for the first half of the year. The company, which is based in the Midlands, has a long history of providing high-quality heavy lorries to a wide range of customers. The increase in profits is attributed to a combination of factors, including a rise in demand for its products and a reduction in costs.

etrolux in AEG link

etrolux, a company that provides energy services, is linked to AEG. The company, which is based in the Midlands, has a long history of providing high-quality energy services to its customers. The link to AEG is a testament to its commitment to its customers.

fails to lift gloom

A number of companies are failing to lift the gloom in the business world. This is a negative sign for the economy, as it indicates that businesses are struggling. The failure to lift the gloom is likely due to a combination of factors, including a fall in demand for goods and services and an increase in costs.

Shocked Gatt talks

A number of people are shocked by Gatt's talks. Gatt, a prominent businessman, has made a number of statements that have caused a great deal of controversy. His talks are a testament to his hard work and dedication to his work.

Shake-up brings top departure

Profits at London Electricity brighter by 38 per cent

By MARTIN WALLER

LONDON Electricity has become the latest regional electricity distributor to announce an outstanding profits increase at a time when the rest of the country is languishing in a recession, with a 38 per cent rise to £142.5 million in the year to the end of March.

The company has also initiated a sharp shake-up of its non-core retail, electrical contracting and appliance servicing businesses, which will involve the abrupt departure of the man running those businesses at the end of this month.

Andrew Curry, a scion of the electrical retailing business of the same name who was brought in to beef up London's trading activities ahead of privatisation, is on a one-year rolling contract and an annual salary of about £70,000. Compensation terms are being agreed.

Tarmac sells in America

Tarmac, the housebuilding company that has warned shareholders not to expect pre-tax profits in the first half of the current year, is selling Tarmac California to Granite Construction for \$42.5 million.

The sale is the first to be completed in a phased programme of sales that aims to raise about £100 million to reduce group debt. Tarmac's net debt was \$457 million at the end of last year.

Neville Sims, chief executive, said: "We realised a very good price for this business, the sale of which should be regarded as a first instalment in our debt reduction programme and I am confident that we will have news of further progress in the near future."

ML Holdings

ML Holdings, the aerospace and electronic components group, has cut its final dividend from 2.6p to 1p a share, making a reduced 1.85p (3.45p) payment for the year. The cut reflects the group's fall from a pre-tax profit of £6.3 million to a pre-tax loss of £2.2 million in the year to end-March.

Gearing at year end had risen from 79 per cent to 114 per cent, and the group is seeking to cut borrowings, the company said. The replacement for Peter Pollock, the chief executive who left on Tuesday, is expected in "weeks, rather than months", Timothy Salter, the chairman, said.

Despite the big rise in profits, the final dividend has been increased by a cautious 15 per cent to 3.8p (3.3p) making a total of 6.3p (5.55p). Brian Perry, chairman and managing director, was pleased with what he described as the "strong recovery" by the travel division, but said the short-term outlook for the travel industry was still mixed.

ERF

ERF (Holdings), the heavy lorry maker, is trimming its final dividend to 2p (3p) a share, giving a reduced total of 4p (5p) for the year, as the depressed conditions affecting the vehicle industry continue.

Pre-tax losses are reduced to £563,000 (£4.47 million loss) in the year to end-March on turnover up to £117.9 million (£102.5 million). The trading profit was £549,000 (£3.54 million loss), but a £1 million exceptional loss kept the group in the red. But ERF raised market share to 11.4 per cent.

Shares in Henlys, the motor dealer and coach maker known as Plaxton until March, fell 22p to 55p, after the company gave a warning that demand for its coaches and related after-sale services had fallen. A pre-tax loss would therefore be incurred in the six months to end-June.

Henlys

There was little prospect of improvement in the second half, the group said, while adding that there had been production difficulties with a new range of coaches at its Scarborough plant.

BTP

BTP, the chemicals group, saw pre-tax profits improve 1 per cent to £18.2 million in the year to end-March. The final dividend is 5.75p (5.45p), for a total of 8.85p (8.4p). Turnover rose 14.4 per cent to £175 million.

BTP

BTP's £28 million rights issue left the company with an ungaraged balance sheet. About £8.8 million was used to buy a specialty adhesives business from Borden of France.



Weeding out: Salary of John Wilson, chairman, jumps to £162,000 as trading chief's job goes

Caution likely in Wellcome share sale

By MARTIN WALLER

WELLCOME, the pharmaceuticals group, will today give a pointer to the health of stock markets around the world when it announces how many shares will be sold in the forthcoming multi-billion-pound share issue.

Privatised BR will be a poll tax on wheels, says Banham

By ROSS TIEMAN, INDUSTRIAL CORRESPONDENT

THE privatisation of British Rail would be a "poll tax on wheels" for the government, according to Sir John Banham, the director general of the Confederation of British Industry.

Announcing a CBI plan for a national transport forum, Sir John suggested that the government should take careful note of the "politics of inadequate infrastructure".

Privatising British Rail just before the next election "might not necessarily be a strategic master stroke," he said.

Any attempt to sell Network Southeast, the loss-making London commuter services, would be especially hazardous, Sir John added. Britain's railways needed more investment, he said.

His comments were made after a meeting of the CBI's Council attended by John MacGregor, the transport secretary.

Howard Davies, Sir John's successor as director general, detailed CBI proposals for a national transport forum bringing together users and providers to advise the government.

Mr Davies, the former head of the Audit Commission, the public spending watchdog, called on the government to publish national infrastructure spending proposals covering roads, railways, ports and aviation. At present the government only provides details of its road spending plans.

The incoming director general also called for a radical rethink of the way money was spent. He said the government should set goals for Britain's transport system, and then suggest how best they could be achieved.

The targets would provide a benchmark to measure the effectiveness of transport investment, he said.

The transport secretary had "accepted the need for a dialogue." Further meetings between Mr MacGregor and the CBI were planned.

Some economists questioned the significance of the durable goods figure, pointing out that much of the fall was due to military equipment. Orders for defence goods plunged by 27.7 per cent in May after rising by 20.7 per cent in April. Excluding defence goods, new orders were down by 0.6 per cent in May, after a 0.8 per cent gain in April. Orders for non-defence capital goods, an indication of business investment in new equipment, rose by 1.4 per cent last month after falling by 7.1 per cent in April.

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Travel moves Hogg profits sharply up

By MATTHEW BOND

A BIG swing back to profit by the travel division was the main factor behind an 85 per cent improvement in pre-tax profits at Hogg Robinson, the transport, travel and financial services group.

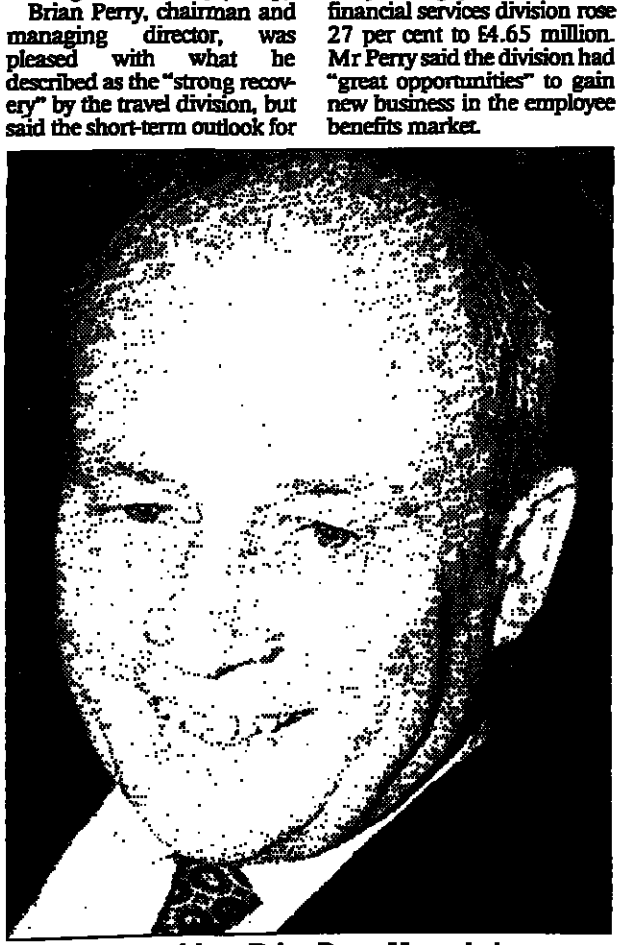
In the year to end-March, the division contributed a pre-tax profit of £4.5 million, compared with a £2.6 million operating loss the year before.

With the group's transport and financial services divisions also reporting improved performance, pre-tax profits at Hogg Robinson rose from £8.2 million to £15.2 million, a record for the company since its demerger from the insurance broking business five years ago.

Despite the big rise in profits, the final dividend has been increased by a cautious 15 per cent to 3.8p (3.3p) making a total of 6.3p (5.55p). Brian Perry, chairman and managing director, was pleased with what he described as the "strong recovery" by the travel division, but said the short-term outlook for the travel industry was still mixed.

The biggest contributor to profits was the transport division, which reported operating profits of £4.7 million, some 19 per cent higher than a year ago. The division's activities range from freight agent to the government to holding a 30 per cent stake in Stanley Services, fuel supplier to the Falkland Islands.

Last November, the company expanded its continental freight operation by buying Dens, a Belgian trailer group. Operating profits from the financial services division rose 27 per cent to £4.65 million. Mr Perry said the division had "great opportunities" to gain new business in the employee benefits market.



"Opportunities": Brian Perry, Hogg chairman

Life & Times, page 8

Last dango in Tokyo, please

FROM REUTERS IN TOKYO

IN EUROPE, cartels, when discovered, are raided by European Commission inspectors and then fined. But, much to the annoyance of the Americans, in Japan one is simply asked to say you will not do it again.

Japan's Fair Trade Commission (FTC) has demanded that all the staff of 66 construction companies it has accused of dango, or bid-rigging, swear not to do it again, officials of the companies said.

Representatives of Taisei Corp, Kumagai Gumi and Kajima Corp, major firms on the list, said it was the first time the FTC had taken such a step. The thousands of staff of the 66 companies will be asked to sign a notice promising not to repeat bid-rigging and will affix their personal seal. In May, the FTC warned the 66 firms against bid-rigging, but decided not to file criminal charges due to lack of evidence.

The firms formed a group in Saitama, north of Tokyo, that from April 1988 to June 1991 was guilty of dango, a form of collusion endemic in Japan's construction industry. During the three years, Saitama prefecture placed orders for about ¥82 billion (£345 million) worth of civil engineering projects, of which group members won orders for about ¥81 billion.

Last November, the FTC filed charges against eight major food-wrapping makers for alleged price-fixing, the first such case in 17 years. Japan's poor record of charging violators of this law is one of the most sensitive America-Japan trade issues.

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Yesterday haunts Lloyd's tomorrow

David Coleridge put up a doughty performance facing hostile names for six hours at Lloyd's annual meeting and, in the process, put the disasters facing some of the 23,000 underwriting names in proper perspective. Out of 390 syndicates operating, 140 made a profit on the 1989 account and five accounted for some £650 million of the total attributable losses of £2.1 billion. Mr Coleridge could not stop the serious damage that has been and will continue to be caused to this vital London market by those few excess of loss syndicates.

Losses for the many names on these large syndicates are horrendous and disproportionate. The Lloyd's council, much to the frustration of some of its members, has been unable to come up with any comprehensive aid package for the hardest-hit names, though all feeling among them ought to be soothed by the £50 million Lloyd's hopes to drum up from market professionals to bolster its hardship fund. As a result, there is likely to be a flood of damaging litigation. That could only be forestalled if the reports on these syndicates activities, led by Sir David Walker, either removes blame from underwriters categorically, leaving litigants with a poor case, or establishes blame so clearly as to make legal battles pointless. The onus would then fall on the professionals' errors and omissions insurance.

Since the stakes are so high, the chances are that there will be many more court cases. That will discourage new names and accelerate any decline in the market's capacity. In any case, the collapse of the excess of loss business has already inflicted damage on the market's unique qualities in handling big and complex insurance risks. At the same time, errors and omissions insurance has, not unnaturally, also become much harder to come by. The risks facing names in many syndicates would thereby also be increased, at least until the proposed new cap on losses comes into effect.

Without anticipating Sir David's report, it seems clear that practices in the excess of loss market were peculiar by normal commercial standards. In some cases, reinsurance appears to have become so complicated that the same risk went round and round with less and less premium to support it, as brokers took a slice each time round.

Such practices, if revealed on a large scale, may carry some arcane justification. It is hard to imagine that they would have passed conventional rules of investor protection as they apply under the Financial Services Act, to stockbrokers, investment managers or the futures and options markets. It is equally hard to imagine that they would have been sanctioned by many of the names concerned if they had been in control of the business being conducted on their behalf as sole traders in the syndicates.

Mr Coleridge promises that malpractices will be stopped by new rules if they are found and they surely will be, just as Lloyd's is acting to repair other breakages in future. That malpractices could have flourished up to now is, however, a result of the failure of the structure of Lloyd's to keep pace with the many and fundamental practical changes that have taken place over the past twenty five years. These have skewed the previous identity of interest between professionals and outside names. Conflicts of interest now abound. Even members agents can have divided loyalties.

Future structure now needs to be rethought, with less regard to the tax shelter elements that still colour members thinking too much. This could involve a different kind of syndicate that apportioned risk more properly between the professional principal and sleeping partner. The trend of recent and proposed reforms points towards treating the name as an investor rather than a sole trader. If that is judged to be the right road, Lloyd's should pursue it to its logical destination.

Ranks close in the Japanese stock market's battle of Nikkei nerves

Pessimism reigns as the blue chip index slump is dismissed as unimportant, Joanna Pitman reports from Tokyo

The harried front-line troops who work on the floor of the Tokyo Stock Exchange have been suffering badly in the latest round of the "battle of the Nikkei nerves". Having watched the Nikkei 225 average tumble almost 1,400 points in four days, they then heard their mentor and leader, Yasuichi Mieno, governor of the Bank of Japan, dismiss the slump as unimportant and state uncompromisingly that share prices are not his concern.

Mr Mieno was tramping on some raw nerve ends. The Nikkei average fell again, and again, and eventually lost almost 2,000 points in seven trading days to below 16,000. His apparent attempt to absolve himself from responsibility unfortunately coincided with the release of some ominous data suggesting more clearly than ever that the Japanese economy is, if not already in recession, moving in that direction.

The Bank of Japan short-term "tankan" survey showed the largest decline in business sentiment since 1974; first-quarter national accounts posted a further fall in year-on-year growth and the finance ministry corporate survey showed the first year-on-year drop in business investment since 1986. The small fall announced in long-term bank interest rates is unlikely to reverse that.

Compounding the impact of this alarming new evidence of economic weakness on jumpy stock market traders, the BoJ and the ministry both interpreted the data as showing signs of recovery. Mr Mieno and Tsutomu Hata, the finance minister, waved aside the chorus of pessimism and staunchly reiterated their claims that prospects of imminent economic recovery are still bright.

Fearing the worst, pessimistic market traders decided the message was: "There will be no more short-term rescue measures. You're on your own now." This conclusion has done nothing, however, to quieten the clamour of demands for help. The authorities are, at least, expected to announce a supplementary budget, either to coincide with next week's Munich G7 meeting or soon after. This is bound to come, it is argued, because the emergency measures announced on April 1 were designed to encourage 75 per cent of public works spending to be implemented in the first half of the year, leaving a yawning gap in domestic demand for the rest of the year.

Give us a supplementary budget, market participants wail, or at least another cut in the official discount rate. Their appeals have met with seeming complacency from the authorities. But into the breach have stepped the politicians. Shin Kanemaru, 77, the godfather of the

ruling Liberal Democratic Party, called last week for an 8,000 billion yen (£34 billion) supplementary budget to stimulate domestic demand and ease the pains of stock market investors. As his audience noted, Mr Kanemaru's statement came immediately after a meeting with Michael Armacost, the American ambassador. They hope that pressure from an American administration intent on reducing its awkward \$30 billion trade deficit with Japan in time for presidential elections will persuade Mr Mieno and Mr Hata to implement the sought-after fiscal or budgetary measures.

Kiichi Miyazawa, the prime minister, has also said that he plans an economic support package. Some still believe he will announce it, for maximum impact, at the G7 meeting. Harsh realities, however, weigh against such a simple coup. Shigeki Morinobu, of the finance ministry's securities bureau, said: "The politicians have been too talkative. It is only natural to make such promises, but neither the finance ministry nor the BoJ are committed to anything yet. We are totally calm about the market."

The uncompromisingly optimistic stance of the financial authorities in the face of evident economic difficulties has caused more alarm than it immediately evident. Angry traders

have been muttering about "the complacency and bad judgment" of Mr Mieno and have voiced fears not only about the inclination but also about the ability of the authorities to save the economy. The less prosaic explanation of Mr Mieno's relaxed attitude, favoured by analysts who keep their distance from the brio of the stock exchange floor, is that the central bank governor is content to see share prices at current levels.

He is still hailed in many quarters as the master magician who has succeeded relatively painlessly in lancing the pustulant boil known as the "bubble economy", the era of rapid asset price inflation of the second half of the 1980s. Mr Mieno, according to many analysts, still believes there is too much speculative money in the Japanese markets and his determination to teach a lesson to Japan's most gamble-prone and uncontrollable businessmen has led to his stubborn stance on the stock market and his vice-like grip on monetary policy.

Mr Morinobu said: "The bubble gave rise to excessively aggressive profit-seeking behaviour. Serious mistakes were made but now lessons are being learnt." The era in which bankers would not think twice about visiting people's homes or making

telephone calls at midnight on New Year's eve to hassle them for business is, according to Mr Morinobu, well and truly over. Never again, he says, will the prestige-laden Industrial Bank of Japan, for example, become so greedy for profit as to lend more than £1 billion to a former waitress and suspected gangster's moll, now in jail, charged with procuring illegal loans to fund stock speculation.

The financial authorities, in refusing to relent and offer palliatives to the stock market, are clearly still trying to complete their purge and bring the banks and the property sector, the biggest "bubble offenders", into line. Several of the more speculative medium-sized property companies are said to be on the brink of failure, and the banks are being dragged into a rationalised and more streamlined sector, helped by a series of mergers.

Those of a nervous temperament fear that Mr Mieno's stubborn persistence in forcing the financial sector to swallow its medicine may be reducing the stock market to ruins. Others are resigned to the idea that the current level of the Nikkei may be damaging, but not disastrous.

Kathy Matsui, a strategist at BZW in Tokyo, said: "In the short term, things may look bad, but it is in no-one's interest for the Nikkei to fall below 13,000. The authorities will

not let that happen. They have plenty of tricks in their bag." According to the broad consensus among Tokyo analysts, 13,000 is the pessimistic low below which the Nikkei average will not be allowed to fall. If it did, city banks would be in serious trouble because the hidden gains on their accumulated equities holdings would turn to net losses. Banks are having difficulties raising their net interest income, forcing them to bolster their profits by selling their stock holdings. Even after a 60 per cent fall in share prices since their December 1989 high, they are still able to do this at a profit with the Nikkei hovering around 16,000.

While the city banks are not yet constrained by the Bank for International Settlements' capital adequacy requirements, they still have to contend with an alarming and undisclosed bad-debt problem. Finance ministry figures, released at the end of March, showed Japan's 21 largest banks collectively have between ¥7,000 billion and ¥8,000 billion in bad debts on their books, of which up to ¥3,000 billion is irrecoverable.

This represents less than 3 per cent of outstanding loans. Independent analysts estimate, however, that bad debts should realistically be put nearer 10 per cent of total outstanding loans and could, in the worst case, all property loans become non-performing, reach eight times the acknowledged figure, or 25 per cent of total outstanding loans.

Uncertainty over the health of the banks and worries that further falls in share prices would leave life assurance companies with more latent losses than gains on their books, have combined to bolster the pessimists' case and depress the Nikkei further. But few believe that there is no safety net. Jason James, strategist at James Capel in Tokyo, said: "At some point it might become necessary for banks and life companies to start buying shares simply out of self interest to save their own holdings."

Mr Morinobu said enigmatically: "The finance ministry also has its own methods to rescue the market in the last resort." Restrictions on pension fund equity investments could be lifted to allow an increase from 30 to 50 per cent of the total portfolio, creating a large pool of potential new money for the stock market. It would take only a little guidance from the ministry for a portion of Japan's huge postal savings funds to be directed towards the stock exchange.

Looking towards the end of the fiscal year, bullish views on the stock market still outnumber bearish ones. Ms Matsui said: "Based on a reasonably optimistic outlook for the economy, we estimate that the Nikkei average will be up at around 20,500 by the end of March next year."

Mr James forecasts that the Nikkei will be up to 18,000 by the year end. "If the market suddenly spikes down to 13,000, the government will step in and the Nikkei could equally dramatically spike up again to 16,000 within a month. The authorities will have a hand in it, but the market will certainly be well up at the end of the year," he said.

BUSINESS LETTERS

Pension protocol rules out equality

From Mr D. Lindsay

Sir, I am sure many of our members would agree with the president of the Confederation of British Industry on the importance to the UK of the economic, monetary, "subsidiarity" and enlargement aspects of Maastricht (June 19), but not on the extraordinary "Barber" Protocol tacked on to it — rather like the apocryphal "and the Town Clerk's marriage is hereby dissolved" inserted into a pre-Marital Coercion Act Local Drainage Bill.

This Protocol, which would remove much or, in some cases, all of the rights to equal treatment in pensions that were won in the European Court, and which received no advance publicity and no public discussion, has nothing to do with what Maastricht was about.

Indeed, the problems arising from the Barber judgment are far more obviously candidates for "subsidiarity" than for centralised legislation. In the UK, for example, retirement ages had to be equal as from November 1987, which makes that, and not the fortuitous May 17, 1990, the obvious start date for equal occupational pension ages here.

Yours faithfully, DAVID LINDSAY, Legal Adviser, Campaign for Equal State Pension Ages, 36 Orchard Coombe, Whitechurch Hill, Reading, Berkshire.

Deep cuts preferable to fatal obesity

From Mr J. Lonsdale

Sir, Regarding the accusations of ineptness levelled at John Clark of BET, I feel sure Michael Lewis Nieto must be unaware of the problems John Clark inherited. As a former manager of one of BET's more successful companies, I was only too aware that many of the purchases made by BET over the years had been over-stuffed, only surviving under

the 3 Bs, boom, borrowing and a bravado that inflated trading conditions last indefinitely. The cuts may have been deep but the obesity could have been fatal.

Yours faithfully, JIM LONSDALE, 102 Bath Street, Market Harborough, Leicestershire.

THE TIMES CITY DIARY

Big change, small change

WESTMINSTER new boy Peter Ainsworth, who won Sir Geoffrey Howe's old East Surrey seat in the general election, is still trying to adjust to the change in culture after an 11-year career in the City. Ainsworth, 35, started in the Square Mile as an investment analyst at Laing & Cusack, moved to Rowe & Pitman where he specialised in media and communications stocks, and then transferred to corporate finance, becoming a director in the corporate finance department at SG Warburg two years ago. "The allocation of time is very different," he says. He is also having to adjust to the change — or rather drastic reduction — in income, since he now grosses the regular MP's salary of £30,000 a year, compared with £100,000-plus before. "It's not a job you do for the money," says Ainsworth. Helping to fill a little of that void, he yesterday became a non-executive director of JLI, the food processing group and a Warburg client. Ainsworth's wife, Claire, who seven months ago gave birth to their third child — and first son — works at Morgan Grenfell, specialising in debt and structured finance.



Ainsworth adjusting

Golden splash

HEATH Group, the UK's fifth largest insurance broker, has thrown down the gauntlet to its nine rival sponsors in Chay Blyth's British Steel Challenge, a round-the-world yacht race, which starts from Southampton in September. With all nine amateur crews now in training, the company has initiated the Heath Golden Guinea Challenge, a time trial race from Southampton to Cherbourg and back, as part of a "turning up exercise" to get crews in shape. Heath's 12-strong crew has already completed the Cherbourg run, and skipper Adrian Donovan admits that the time set by the firm's yacht, *Heath Insured*, is beatable. "We made excellent time to Cherbourg — under eight hours — but very light winds on the way back meant we took a total of 22 hours and 12 minutes to complete the round journey," he says. Despite this, Heath has gallantly put up 1,000 guineas (£1,050) for the winner of the Golden Guinea Challenge, which will

take place between now and September. Most of the prize money will go to charity but 250 guineas will be reserved for the crews — a welcome boost for the amateur yachtsmen who have each put up £15,000 to enter the main race.

Legal sparks

AFTER the success of its initial set of high-profile seminars for City banking lawyers, Watson, Farley & Williams, the law firm, is holding another series chaired by Derek Wheatley, QC, its banking consultant. The discussions have become a sought-after forum for controversial views, with lawyers apparently queuing up to join Wheatley's informal "club". The next meeting, on June 30, is expected to continue in the now traditionally combative vein. The guest on this occasion will be Professor Robert Jack, chairman of the banking law review committee, which recommended the banking code of practice now adopted by high street banks. Wheatley contends that the code does not go far enough and promises a lively debate. "I've told Professor Jack that he's in for some argument and he's expecting it," Wheatley says. Sparks are similarly expected to fly on July 14, when Dick Ware, of the Bank of England, will defend the legal risk review committee proposals, which call for a committee of City practitioners to provide banking codes of conduct. The proposals have received an unenthusiastic response.

CAROL LEONARD

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3	Life Sciences	Electrical	
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6	Leopold	Chemicals	
7	Leopold	Chemicals	
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Portfolio

PLATINUM
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No	Company	Group	Gain or Loss
1	Shire Nid	Bank/Disc	
2	Shire Water	Water	
3	Life Sciences	Electrical	
4	Courtauld Text	Textiles	
5	SWP	Bank/Disc	
6	Leopold	Chemicals	
7	Leopold	Chemicals	
8	Leopold	Chemicals	
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19	Leopold	Chemicals	
20	Leopold	Chemicals	

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Weekly dividend

Please make a note of your daily profit for the weekly dividend of £8,000 in Saturday's newspaper.

MON TUE WED THU FRI SAT (Weekly Total)

Yesterday's £2,000 Portfolio Platinum prize was won by Mr T. Mackie, of Shrewsbury, Mr G. McCoach, of Dunmurry, Mrs R. Wall, of Bromley, and Mr M. Wray, of Higher Kinnerton. Each receive £500.

High Low Company Price Net Yld % P/E

BANKS, DISCOUNT, HP

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3	Life Sciences	Electrical	
4	Courtauld Text	Textiles	
5	SWP	Bank/Disc	
6	Leopold	Chemicals	
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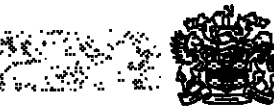
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ACCOUNTANCY TIMES

Robin Joyce asks whether property accounts give a true and fair view

Property firms pick policies to match the size of their pockets

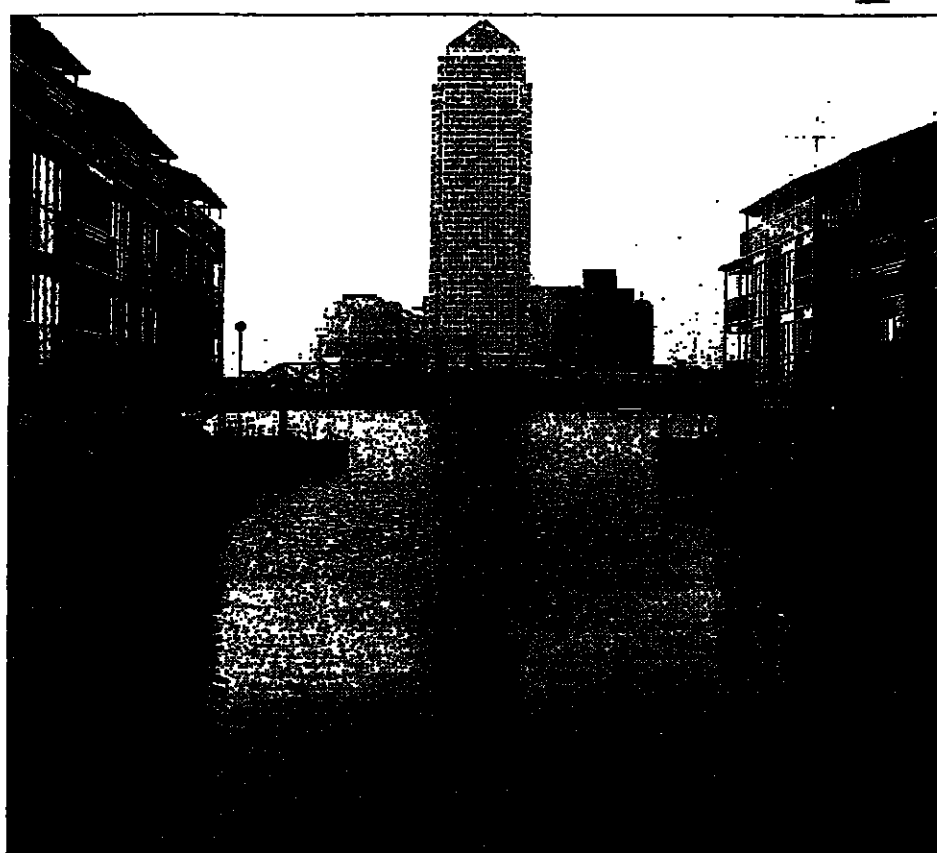
Olympia and York's recent financial problems will have prompted some UK property company shareholders and lenders to scan their accounts. They may need an interpreter. A true and fair view is extremely elastic, with property firms picking and choosing accountancy policies to suit current needs.

The company may be showing a profit, yet shareholders' funds have fallen. More than half of shareholders' funds can consist of the revaluation reserve. This represents the difference between the original cost of a building and its current "open market" value. Land Securities, Britain's largest quoted property company, reported a retained profit of £55.9 million in 1991. This took no account of the "deficit on valuation of properties", which cut £1.12 billion from the revaluation reserve, and thus shareholders' funds. The traditional view of the profit and loss account representing the difference between two balance sheets is rarely reflected in property accounts.

High gearing is commonplace among property companies. UK bank lending to property companies multiplied from £2 billion in 1982 to £39 billion in 1992. This includes £17 billion from the big banks, added to the £11 billion lent to construction firms. So eager to lend to property companies were the banks, some contracted to receive a share of profits of various schemes. In America, it is called an "equity-kicker".

The security for bank lending is primarily the property's value. Many companies have increased borrowings based on rising property valuations in the boom years. If the valuations fall, some companies will be in breach of loan covenants, making their borrowings repayable on demand. This may precipitate a company's administration, receivership or liquidation. Companies that sought refinancing to avoid this include Brent Walker, Heron and Speyhawk in the past year. Such refinancing normally involve higher interest rates and considerable fees to lenders and advisers.

Many highly-g geared companies resorted to off-balance sheet financing. Joint ventures, where companies take



Wharf dwarfed: letting London's Canary wharf has almost sunk Olympia and York

50 per cent or less, enable the investing firm to consolidate its share of profits and revaluation surplus, without needing to consolidate the accompanying borrowing within the joint venture, subject to ownership equalising or exceeding 20 per cent of the equity.

Rosehaugh Stanhope Developments is such a venture, jointly owned by its eponymous parents, that has built Broadgate, in the City of London. Its assets exceed those of its parents combined. An alternative method involves selling a property to a "shell" company outside the group. The "shell" is a warehouse for property and loans. The developer can repurchase the property in future at a predetermined price.

Cash flow is the key to property companies. The purchase of property is followed by its development, or redevelopment. The outflows are then followed by rental income in a property investment company or income from sale in a property trading company. In

theory, the financial needs of investor companies should be more long-term than those of the traders. In practice, some investors are selling property due to illiquidity and some traders are letting property originally intended for sale, due to lack of buyers.

In 1987 and 1989 the Governor of the Bank of England signalled concern about the

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consistency in material respects. Payments of interest are written off as an expense in most industries, but many property developers treat it as an asset by capitalising it (Sainsbury adopts this approach). Most companies also capitalise other costs, including administrative overheads.

Such capitalisation varies radically from firm to firm. Land Securities capitalises net-ther. The profit and loss account is flattered by capitalisation, but the cash outflow is unchanged.

SSAP 19, the accounting standard, exempts investment properties from depreciation if ownership is freehold, or leasehold with more than 20 years to run. A wide range of accounting policies on depreciation are found in property accounts, some depreciating all buildings, some none.

Does the profit and loss account include profit or loss on property sales? If so, are they above the line or taken as extraordinary items? Again, practice varies. The attempted takeover of Frogmore Estates by Southend Property Holdings in 1991 saw Frogmore include the impact of property sales and Southend exclude it. Both had changed their policies (in opposite directions) in the previous two years.

Interim accounts and preliminary announcements are therefore of minimal value in the assessment of property companies. Balance sheets, cashflow statements and forecasts are needed and only to be found in the annual accounts.

Unravelling over-optimistic accounting policies can hit profits hard. Ladbroke has written off £189 million in the last two years. 1991's £66.1 million comprised £42.4 million for non-capitalisation of interest and expenses, £5.5 million provision against dealing profits and £18.2 million provisions on revaluation surplus of investment properties.

The Accounting Standards Board has not had time to standardise property company accounts. Until property companies produce straightforward accounts, widows and orphans should avoid them.

Robin Joyce is a management consultant and author of *£48 Billion at Risk? An Evaluation of the Accounting Policies of 78 Leading UK Property Companies*

Fountain syndrome soon to strike again

LIFE is tough for accounting firms in the middle of the market. They are caught both conceptually and culturally between two extremes. They are tempted to ape the very largest multinational firms though their fee income shows that they are not remotely in that league at all. The gap between the sixth largest UK firm, Arthur Andersen with £331 million of fees, and the seventh, Grant Thornton with £118 million, illustrates that.

But somehow they still try to believe they are culturally in that league. In the late 1980s many of them moved into marbled halls which are now costing them dear. BDO Binder Hamlyn is reputed to be paying £45 a sq ft at a time when their growth has gone into reverse. Many of them started bailing out flagging overseas links. PricewaterhouseCoopers has poured an unwise £1.6 million into its American firm.

So it is small wonder that we are seeing the fallout. It was always going to be hard to maintain the right strategy for being in the middle. Some firms have got it more or less right. Grant Thornton will tell you how much it is appreciated by "owner-managed" companies. Stoy Hayward is firmly of the belief that the family-run company has been neglected. Robson Rhodes believes in being "elite, innovative and highly skilled". But is it very hard for a partnership business to maintain a strategy, particularly if it requires tough measures to ensure that it succeeds. Too often when the downturn comes the loudest voice is that of the older partners suggesting that the innovations be put on hold. This is the point where protecting future pension rights counts for more than longer term strategy. Traditionally the way out has been a merger. There are enough of the largest firms, like Touche Ross, which have a policy of hovering up a medium-sized firm with a few attractive clients every few years. But there is also an attraction in mergers in the medium-sized sector itself. This was why Stoy Hayward, tenth in size with £68 million of fees, merged recently with Finnies, twentieth with fees of £14 million. Other similar mergers are likely to be announced in the coming weeks and months.

Some of these will work. Others will not. It will depend on why the strategy has been implemented. Finnies was clear about it. It put itself in the hands of a merger broker and asked him to find someone who wanted it. Personalities, even in such supposedly democratic structures as partnerships, count for much. Chris Benbow, Finnies' boss at the start of the merger process, has been spending more time with his family, as they say, since an early stage of the negotiations. Equally the personality issue can crop up simply because a firm is feeling itself squeezed. Hence the sensational (even accountants can sometimes be sensational) exit of Chris Swinson, BDO Binder Hamlyn's national managing partner, last week.

There have been many merger rumours about Binders. At an eighth position in the league with fees of £144 million it is still profitable but under great pressure and based

in a new and fancy headquarters building. Although, like most firms at this level, they insist their strategy will carry them through and that mergers are not being considered the rumours have been coming thick and fast. Both KPMG Peat Marwick and Arthur Andersen were supposed to be about to take them over on May 1 this year. And they certainly had talks with Touche last year.

So you might suppose an element of turmoil at the top. Add to that the character of Swinson and you have a recipe for disaster. Normally when there are severe differences of opinion over management style the process is for the executive partners to suggest the managing partner steps down but remains within the firm. This is not unusual. Accountants tend to rise on the back of technical expertise and a talent for bringing in clients. This does not automatically mean they are going to be wonders at man management.

But when faced with last week's coup Swinson refused to remain with the firm and resigned this partnership. It was the personality problem again. One of his fellow partners put his finger on it when he described him as "a highly intelligent guy but with a low threshold for suffering fools. And to his intellect we were mostly fools". Binders is now adamant that there will be no change in strategy and that mergers are not and never have been considered. These are brave words. But circumstances for most of the medium-sized firms are exceptionally difficult. The trouble is that really getting to grips with problems is not something they are strong at. The solutions are, as Hugh Aldous of Robson Rhodes will argue, to cut staff, partners and offices and build a core business which is highly profitable, highly motivated and highly professional. But achieving change has always

been hard. Partners are notoriously reluctant to take a sizeable dip in earnings to run a programme of restructuring. The last throw at Spicer and Pegler, before it eventually headed down the road to being subsumed into Touche Ross, involved a cutting of partners earnings from what, for the industry, had been a high level. At a momentous meeting they chucked out the proposals and their managing partner. And were doomed.

It could well be time to return to the sayings of Bill Mackey, the legendary, and now retired, insolvency partner with what was then Ernst and Whinney. He produced a famous list of signs of imminent corporate collapse. These ran from corporate videos of chairmen getting out of helicopters to the simpler "fountain in the reception area". At one famous conference he brought the house down by pointing out that Spicers, then a venerable City firm, was moving to a spanking new office with a fountain in its reception area.

So pop down to Binder's reception area. Can you hear the sound of water-jets frivolously playing? Unfortunately the answer is yes, you can.

The author is Associate Editor of Accountancy Age.



ROBERT BRUCE

Audit reforms are not enough

Prem Sikka, Tony Puxty, Christine Cooper and Hugh Willmott seek to plug the expectations gap

THE Companies Acts require auditors to state whether the financial statements show a "true and fair view" but they are silent on the auditor's duty to detect and report on material fraud, company efficiency, effectiveness and many other matters. Surveys have shown that the public expects the auditor to perform such watchdog functions but the professional bodies deny such obligations. Thus an "expectations gap" exists between what the auditors claim to be the objectives of an audit and what the general public understands an audit to be.

The "expectations gap" is not a new phenomenon. Its existence has been documented for more than a hundred years. The accountancy bodies have responded to it in a number of ways. Firstly, they claim that there is nothing wrong with the audit process and that the few cases receiving press attention are isolated problems. This response is unsatisfactory in view of the relatively closed nature of auditing firms. Their general standards of audit work are not visible. Their working papers are not accessible to either the public or any agency independent of the profession. Poor quality only comes to light when a big collapse occurs.

Secondly, the auditing profession responds by arguing that the accounts are the responsibility of directors, not auditors. This approach fails to offer any positive justification for spending millions of pounds on audits. The professional bodies end up detailing what an audit is not rather than what it is. The public is reminded that it expects too much from an audit. Like any supplier who tells customers that they must have his goods but these will not give the desired level of service, auditors continue to alienate the public.

Thirdly, the professional accountancy bodies unpack their traditional defensive toolkit. Under this, audit report formats and auditing standards are revised in an attempt to

inform the public better. Audit report formats were last revised in 1980 after extensive criticisms in the DTL inspectors' reports relating to companies such as Peachey Property Corporation. Auditing standards (for their equivalents) began in 1961 culminating in the formation of the Auditing Practices Committee (APC) in 1976 in the aftermath of the 1970s secondary banking and property market crash. In the current recession,

the APC has been replaced by the Auditing Practices Board (APB) and revised audit reports and standards are in the offing again. Such attempts have brought little durable success in eliminating the expectations gap.

Underlying the profession's strategies is the assumption that the current institutional arrangements for regulating auditors are the most appropriate and the belief that the meaning of social practices such as audits can be fixed around the profession's preferred meanings. Such an approach fails to appreciate that a society like ours is marked by numerous social divisions: between small and large businesses; financial and production sectors; large and small accountancy firms; the interests of directors, auditors, investors, employees, pension funds and their members. In such an environment, the meaning of audit cannot be fixed by professional bodies. The meaning and significance of audits needs to be continuously renegotiated.

An alternative approach is

needed. Auditor duties should be clearly written into legislation. This will help to eliminate vagueness. The expectations gap can only be reduced when the auditing industry embraces the responsibilities which the public associates with auditors. So the Companies Acts should require auditors to be responsible for detecting and reporting material fraud. Such arrangements already exist for local authorities and should be extended to all PLCs. Auditors should have a statutory duty to report on a company's ability to remain a going concern and should owe a duty of care to all shareholders. In our view auditors of PLCs should act exclusively as auditors. During his term as the environment secretary, Michael Heseltine ensured that local authority auditors could not perform non-auditing services to their audit clients. The same should apply to PLCs.

A big element of the attempts to reduce the expectations gap entails reform of the institutions of auditing. The

consequences of auditing affect many social groups, which should have a say in shaping audit policy. Much of the standard setting and regulation is under the control of the profession and individuals nominated by it. They may claim to represent the general public interest, but their conception is inevitably coloured by their business interests, education and background. The professional bodies were formed to promote the interest

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RUGBY UNION

Harriman in full flow sets alarms ringing

Wanganui 9
England B 35

FROM DAVID HANDS
RUGBY CORRESPONDENT
IN WANGANUI

THERE is an expression here in New Zealand which says that, if you beat an opponent soundly, you "give him a bath." Andrew Harriman, the Harlequins wing, took that over-literally on Monday when he let his bathwater overflow in the team hotel and brought the local fire brigade to the door; yesterday he did it figuratively, too, by scoring four tries at Spriggins Park against Wanganui.

Harriman, purring away like the thoroughbred runner that he is, added much-needed lustre to the fifth successive victory of the England B tour. In other respects it was a scrappy display in which, despite their win by four goals, two tries and a penalty goal to three penalties, England could never impose themselves on third-division opposition.

The disappointing feature was the continued absence of the hunger for possession which characterises every side against whom England have played. Only Back, who scored the other two tries, and Ojomoh competed with the same zest as the Wanganui forwards, whose back row enjoyed themselves.

Perhaps they were permitted too much latitude by Mark Thompson, the Auckland referee. There is a sustained demand in this country for the game to be played on the feet, but time and again Hansen was allowed to go to ground in an offside position, hindering quick possession, and England could not regroup in sufficient numbers to do anything about it.

"It was a young England side, relatively inexperienced and it showed," Jack Rowell, the coach, said. "New Zealand

sides play at a great rate and with great vigour." Put another way Wanganui stood on no ceremony; they cleared defenders out of the way with considerable alacrity, which added to the difficulties England experienced at the set-pieces, where for the first time on tour their lineup was overshadowed and their scrum was so careless that two balls were kicked back to Wanganui's side.

The tries, broadly speaking, came from broken play and frequently when Wanganui lost possession in the tackle — which was again an unfortunate aspect of England's game. After Harding had kicked the first of his three penalties, Harriman opened England's account. Back followed him to the line after good handling by Russell and Haag on the blind side of a ruck and Harriman's soft-shoe shuffle deceived Hansen, England leading 17-6 at the interval on a day ideal for rugby.

Local opinion had freely forecast anything from 40 to 60 points against their own team but had reckoned without the tenacity of such players as Bell and Wallace. Even so, given space Harriman made a nonsense of their defence, to Rowell's delight. "Andrew was flowing again which was good to see because he's such a confidence player." It may be too late to make the XV to play New Zealand in Hamilton but Harriman remains firmly, you could say, in the running.

SCORERS: Wanganui: Penalty goals: Harding (3). England B: Tries: Harriman (4), Back (2). Conversions: Steele (4). Penalty goal: Steele.

WANGANUI: L. Harding; S. Selby, C. Osborne, G. Brennan, R. Byrne, K. Chase (capt), J. Hamlin, T. Scott, A. Bell, T. Clancy (captain). H. Adams, P. Sullivan, R. Wallace, B. Scott, B. Hansen, N. Bell.

ENGLAND B: J. Steele (Northampton); A. Harriman (Harlequins), G. Thompson (Harlequins), G. Chiles (Wasps), H. Thornes (Northampton); N. Matthews (Gloucester), D. Scully (Wakefield); M. Hynes (Oxford), K. Dunn (Gloucester), A. Mullins (Bath), M. Russell (Harlequins), M. Haag (Bath), D. Sims (Gloucester), N. Back (Leicester), S. Ojomoh (Bath).

Referee: M. Thompson (Auckland).

RUGBY LEAGUE

Hanley allowed to go his own way

FROM KEITH MACKLIN IN MELBOURNE

ELLERY Hanley's troubled tour ended yesterday in a manner which will surprise nobody who has followed his prickly relationship with the media. When the rest of the tour party flew from Sydney to Melbourne to prepare for the second international tomorrow, Hanley stayed behind for an examination on his hamstring injury by a senior orthopaedic surgeon.

In Melbourne, the tour manager, Maurice Lindsay, and the coach, Malcolm Reilly, convened a brief press conference at which a written statement was issued without additional comment.

Signed by Lindsay and Reilly, it read: "Great Britain have had a full and frank discussion with Ellery Hanley, who wishes for his point of view to be fully heard. Ellery admits that he signed an agreement to do television commentary work with the Harry Miller Organisation but equally insists that the agreement could not come into force as long as he remained a member of the touring party."

"Ellery agreed that the statement attributed to Ian Frykberg, director of sport of Channel Nine, that he was to commence commentary duties at the Newcastle game, was premature, as the British management was still consid-

ering him as a possible starter in the Newcastle game following a fitness test.

"Ellery is disappointed that the media have not given him credit, inasmuch that his intention at all times was to honour his tour commitments." In a later paragraph Hanley indicated that he had no intention of doing commentaries unless he was no longer able to participate in the tour, and expressed regret in "not informing the tour management of the discussions."

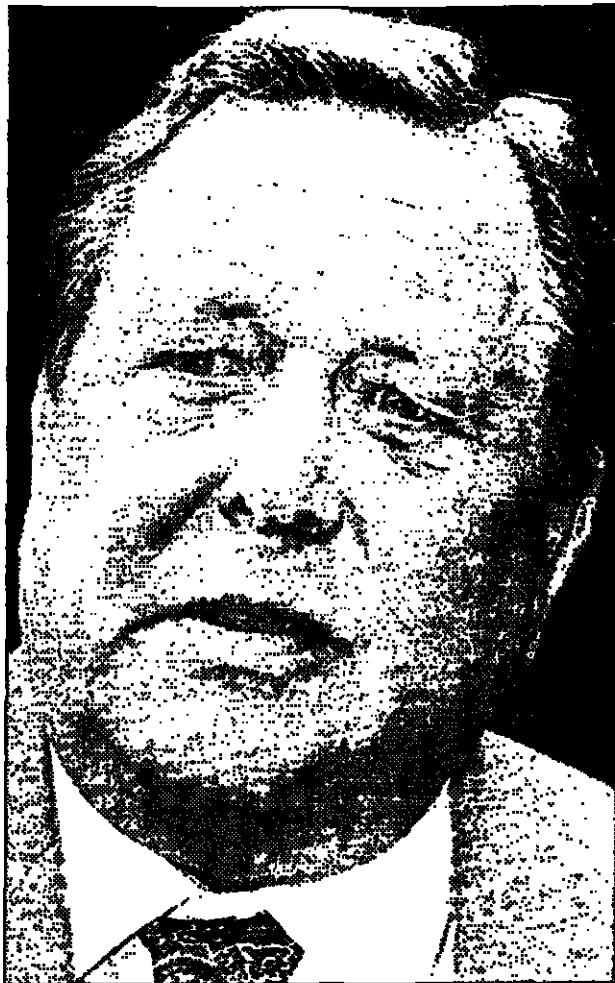
Lindsay and Reilly made it clear that there would be no disciplinary action with a final comment, and that the matter was closed. So ends the sorry saga of the Great Britain captain, who was on the field on tour for just nine minutes.

Lindsay said arrangements were being made for Hanley to return home, but added: "If he wishes to remain in Australia to take up other work, it is a matter between Ellery and his club, Leeds."

Meanwhile, Reilly has delayed announcement of the international squad until today to give him time to consider some outstanding performances in the 22-0 win at Newcastle. A surprise replacement for Hanley in the back row could be the Wigan forward, Billy McGinty.

Johansson searches for more solutions

FROM DAVID MILLER
IN GOTHENBURG



Student of the game: Johansson has learned in Sweden

LENNART Johansson, the president of Uefa, is as much concerned with poor refereeing and cheating players in the European football championship as he is with hooliganism in the streets by English and German followers. By the time of the 1996 finals, scheduled to be hosted by England, Johansson would like to find a solution to all three problems.

Being also a member of Fifa's somewhat grandly-titled Task Force 2000, a committee appointed by the game's world governing body to study changes of the laws for improvement in its image and function, Johansson speaks with an authority wider than that of Uefa, European football's governing body. Given Fifa's failure over 20 years to grapple with violence on the field — just as violence outside the stadiums — Johansson's continuously expressed concern for stronger discipline will make him a leading contender to succeed Joao Havelange when the ageing Brazilian, president of Fifa for 18 years, decides to retire.

"I argued for the return of English clubs to European competition, for the champions' final at Wembley, for



giving England the championships in four years time," Johansson said yesterday. "The first response to that in the past two weeks has not been very happy. Yet the fact is clear that at these events there is a clear distinction between football fans and professional criminals. I have seen English and Dutch supporters having a beer together and when violence has occurred it has not been something gradual, but has followed a distinct signal. Organised violence has nothing to do with football and should not make us vindictive towards the English association."

Johansson is annoyed at the focus of both television and the written press on comparatively isolated incidents and witnessed persistent attempts by one television channel to claim that there had been chaos in Stockholm, with police repeatedly denying that this was so. "The police had things under control almost all the time," Johansson said.

His intention is to encour-

age the governments of the European Community to follow England's example and prevent convicted or known criminals from travelling to scheduled football events.

"At present, most countries do not have laws that allow them to do this," he said. "I and others are fed up with everything that happens in the streets being blamed on football, which is unfair. We are observing the same phenomenon developing in basketball and baseball in America."

To remove the 1996 championships from England, to stop the game, is not the answer, Johansson insisted. "Were we to do this, to abandon the major championships, there would be no focus for youngsters and they would turn to some other game."

"What is important is that the star players, who are fundamental to creating the game's interest, have a responsibility to behave well."

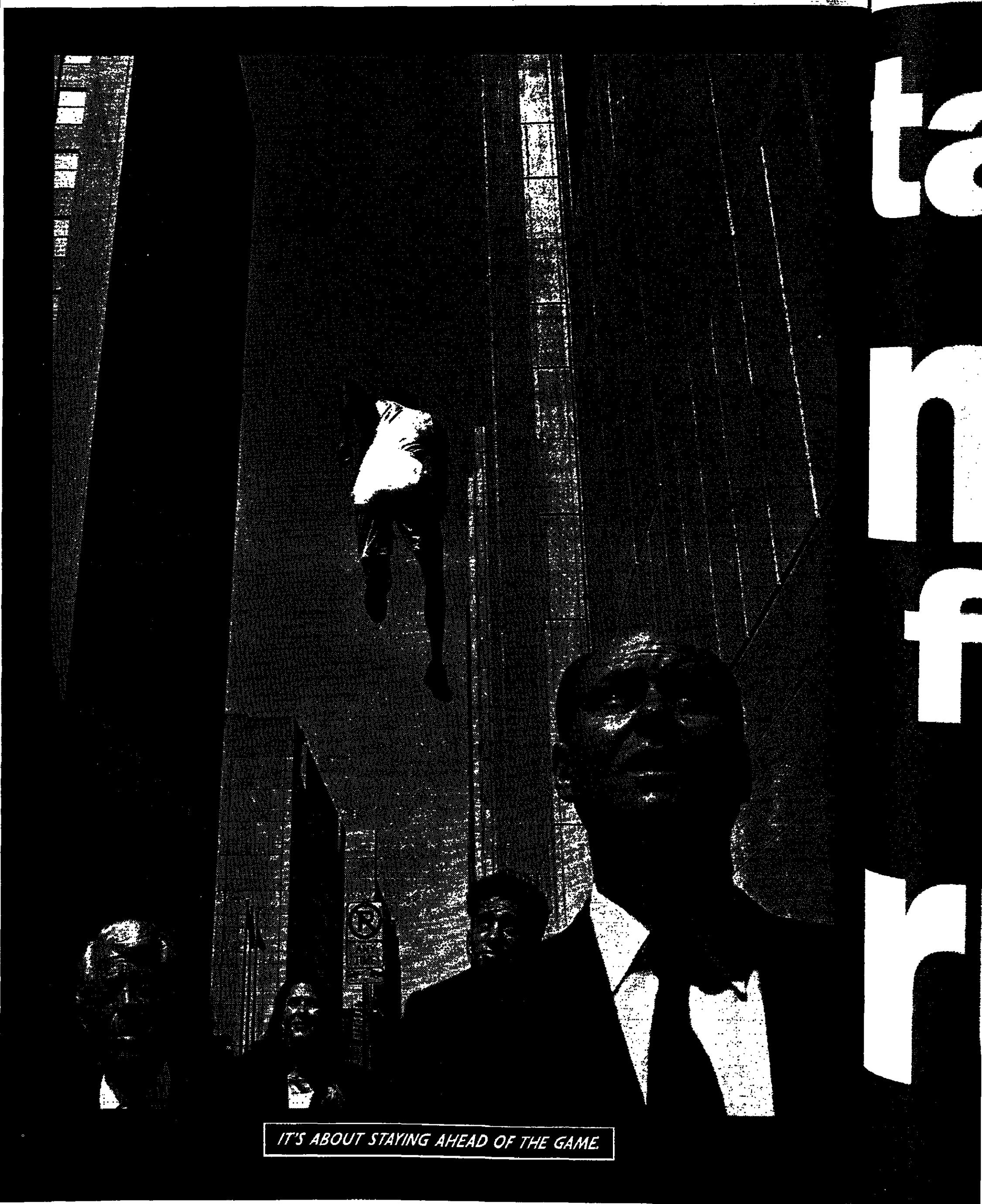
Johansson has been sharply disappointed by the standard of refereeing during the past fortnight and considers that there should be a ranking list among the referees — that if the best ten all come from two countries, then they should be used, rather than distributing the "honour" evenly among referees from many countries.

The imminent new regulation prohibiting passing back to the goalkeeper, to be introduced next month, is seriously insufficient, in Johansson's opinion. Penalties against players feigning injury must be much more severe.

"In some instances, there should be not just a yellow card but a red card," Johansson said. "How can the referees accept the present abuse? Every player feigning injury should receive a yellow card, but the referee should have the guts."

On two occasions in Germany's semi-final against Sweden, German players collapsed to the ground as though with a broken bone, only to get up and walk away moments later.

The standard of the Spanish referee in Denmark's semi-final against Holland was abysmal. Not only did he fail to book Koeman and Rijsema for disgraceful fouls on Povisen and Laudrup just before half-time, but he was continually getting in the way of play in the middle of the field, three times being struck by the ball and regularly requiring players to challenge round him as an additional opponent. The time for two referees in football, as in almost all other team ball games, is long overdue.



IT'S ABOUT STAYING AHEAD OF THE GAME

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OTHER SPORT

CYCLING: Isle of Man international week.
POLO: Warwickshire Cup (Canterbury).
SPEEDWAY: Division one Gold Cup; Division two Gold Cup; Sheffield v Glasgow. HEAT team challenge, third leg: Swindon v Coventry, v Oxford v Poole.
TENNIS: All England championships (Wimbledon).

British contenders prepare for French Open

Faldo retains his lofty ambition

FROM MITCHELL PLATTIS, GOLF CORRESPONDENT, IN PARIS

NICK Faldo climbed a tree during the United States Open last week and his preparation for the French Open, which starts today at Le Golf National in St Quentin en Yvelines, took him to even loftier heights.

He gave a clinic on the roof of the Galeries Lafayette, a department store in the heart of Paris, although his view of the city was blurred by jet lag. "I've slept so badly since I came back from America," he said.

Faldo stressed that his insomnia does not stem from the regret of failing to win the US Open last Sunday. "I just seem to find it increasingly difficult to get over those transatlantic trips," he said.

"The US Open? It was an uphill week for me from the start. It never seemed I was holding a lot of puns and it didn't seem that I played that great."

"I had a few disasters and didn't do what I had to do in

the last round because I hit some bad shots at bad times."

Faldo has adopted the refreshing philosophy of accepting that all that glitters is not gold. "There are other things in life," he said. "My wife, Gill, has suggested that I should take the week off after a major championship and maybe she has a point."

The French Open attracts Faldo because it is a championship he enjoys — he won in 1983, 1988 and 1989 — and it is now played on a course he regards as one of the best in Europe.

He is also keen to maintain his momentum with the Open championship one month away. "I've got a three-week holiday planned for August," he said. "The thing now is to be ready for Muirfield."

Colin Montgomerie also has the Open in his sights following an excellent effort at Pebble Beach. Montgomerie admitted that, when he had completed his last-round 70,

he thought the tide might be his. His disappointment was tempered by what he had achieved in finishing third.

"I know Jack Nicklaus awarded me the title when I finished my round and I can understand why, with the weather worsening, I genuinely thought myself I would win."

"The last nine holes I played there rank as the best nine I've ever played. I was one of only three players to break par on the homeward stretch and I'm proud of that."

"I've gone from 35th to 25th in the world rankings and my target is to get into the top 20. I'm also very keen to get to Muirfield now."

Montgomerie arrived in France in style, hitching a lift with Faldo in a private plane from Surrey to the local airfield — a drive and a five-iron from the 4th hole. He, too, is tired but is at least here. José María Olazábal, who failed to avoid the halfway cut at Pebble Beach, has withdrawn.



Tired yet inspired: Montgomerie, third in the US Open, is ready to play in the French Open

Daniel in search of instant success

Munich: Beth Daniel, from the United States, will be attempting to succeed where Nancy Lopez failed in 1987 by winning on her first appearance on the European Tour at the Beuerberg course here today (a Correspondent writes).

Daniel, the winner of 27 titles, is joined by two other Americans, Kris Tschetter and Jane Geddes, the former British Open champion, in the £100,000 European Open championship.

This is the first of the three remaining tournaments that will be played before the European Solheim Cup team is finalised, and of the team that played in the inaugural match two years ago, only Pam Wright, the Scottish professional, is missing.

Last week the organisers of WPGA European Tour, which has already been reduced to 11 tournaments, were advised that the promoters of this week's event had ceased trading. A sponsors organisation has since formed to guarantee the prize-money, which has brought relief all round.

FOOTBALL

Howe blames his resignation on travelling burden

BY CHRIS MOORE

DON Howe, the former England coach, yesterday resigned from his new £100,000-a-year role as joint manager of Coventry City. The one-time Arsenal and Queen's Park Rangers manager, aged 56, blamed the amount of travelling between his home in St Albans and the Midlands club for his decision.

"I just couldn't face the thought any more of the 150-mile round-trip, up and down the M1, six days a week," Howe said. "It was getting me down even before the day had started and after a month's break since the end of the season, I decided enough was enough."

"I'm too old and well-set where I am to want to move. I want to stay in the game, either as a manager or coach, but have promised myself a job nearer home. I realise all the jobs are filled in London. But I've got to be prepared to do anything."

"This time last year, when I left QPR, I filled in doing some radio and TV work and some part-time coaching with Barnet, before joining Coventry."

"I'm disappointed to be leaving after helping them secure a place in the new Premier League, but now that they've got Bobby Gould to fall back on, I don't feel as though

I'm leaving them in the lurch."

Had he stayed, Howe would have had charge of coaching and team-selection at Highfield Road with Gould concentrating on scouting and transfers. It is still uncertain whether Gould will now be given the Coventry job on his own.

ITV will pay the Football League £250,000 a match for live coverage of matches next season. That is £60,000 more than first division clubs — they have now left for Premier League pastures — shared per game under the ITV deal that expired at the end of last season.

ITV has agreed to pay the Football League a basic £24 million over four years for recorded highlights plus three live Rumbelows Cup games per season, but the financial figure will rise significantly higher once live games and overseas sales are taken into account.

Ian Rush, the Wales international, yesterday agreed a £1 million contract that will keep him at Liverpool for another three seasons, ending speculation about possible transfers to other clubs.

Roy Aitken yesterday joined Aberdeen as assistant manager-player in a £100,000 move from St Mirren.

YACHTING

Gatehouse finishes runner-up

By BARRY PICKTHALL

MARK Gatehouse reached Newport, Rhode Island, late on Tuesday to become the first British finisher in the Europe 1 single-handed transatlantic race. His second-placed 60-foot monohull yacht, Queen Anne's Battery, crossed the Breton Tower finish line 46 hours behind Yves Parlier's French winner, Cacolat d'Aquitaine, but was still 11 hours faster than the previous best time for a monohull.

Looking fit and relaxed, Gatehouse said on arrival: "It has been a wonderful, tactical race because the conditions were forever changing."

His time would have been better had his yacht not been plagued by problems throughout the 3,000-mile crossing from Plymouth. They began with a broken wind indicator immediately after the start and ended when his yacht became entangled with a lobster pot line moments after crossing the finish. In between, Gatehouse suffered from a succession of blown-out sails and broken winches, and defective electronics and radio equipment.

Five hours before Gatehouse's arrival, race organisers were surprised by the unexpected appearance of Etienne Giroire's small trimaran, Up My Sleeve. The French American and his six-year-old craft posted a time of 16 days 16 hours, which not only broke the class four record by 11 hours, but smashed the Class II and II records as well.

Alan Wynne-Thomas, sailing Cardiff Discovery, which suffered broken halyards on Monday, is expected to be the next finisher.

Askeland Grant Dalton, of New Zealand, and Pierre Fehlmann, of Switzerland, competitors in next year's Whitbread Round the World Race, have agreed to exchange details of their boats.

LATEST FINISHERS: Class 1 monohulls: 1. Cacolat d'Aquitaine (Y Parlier, Fr, 14 days 16h 01min), 2. Queen Anne's Battery (M Gatehouse, GB, 16d 11h 00). Class II monohull: 1. CLM (P Ciere, Fr), 16d 12h 19. 2. Dupon Duran (P Herold, Fr), 16d 20h 16. Class IV multihull: 1. Up My Sleeve (E Giroire, Fr), 16d 10h 45. Other positions yesterday (with miles to Newport): Multihull, Big Seppor (M Broc, Can), 208 miles. Severales Chelonne (J Chaurdy, GB), 415. Monohull: Cardiff Discovery (A Wynne-Thomas, GB), 42. Groupe IG (B de Broc, Fr), 119. Dogwren (N Burgess, GB), 154; Enil Morgan Crested (P Tollet, GB), 173.

Day at Silverstone for Times winner

MR PAUL Crate is the winner of The Times's competition offering a visit for two to the British grand prix at Silverstone on July 12.

Mr Crate, who lives in Poldark Road, Illogan, Redruth, Cornwall, and a companion will be the guests of Bull Worldwide Information Systems, which supplies the Williams Renault team with its telemetry.

COMPETITION ANSWERS: 1. 26. 2. Gerhard Berger, 3. 1986. 4. 1978. 5. Michael Schumacher

IN BRIEF

More time request by Krabbe

Katrin Krabbe, the German sprinter, has requested a postponement of this weekend's International Amateur Athletic Federation arbitration panel in London which will rule whether to reimpose a four-year drugs ban imposed by the German athletics federation (DLV).

Krabbe's manager, Jos Hermens, said yesterday that Krabbe and two other eastern German team members involved have not been given proper notice and time to prepare. "They have not even been officially invited to the hearing." They were originally banned for allegedly rigging drugs tests. The DLV's legal commission later overturned the ban, because there were too many loopholes in the case.

Two for Japan

Motor racing: Two Formula One races next year will be in Japan, according to the schedule released by Fisa, the governing body, yesterday. The Asian grand prix in Autopolis will be the third event of the year, and will replace the Mexican grand prix from this year, while the Japanese grand prix will be the penultimate race.

Fighter sent off

Rugby union: Peter Fitz-Simons, the former Australian lock forward, was sent off for fighting as the New Zealanders beat a South Australian Invitation XV 48-18 in Adelaide yesterday. In Tucuman, an Argentine Regional XV beat the touring French 25-23 in a match using the five-point try scoring system.

In dad's footsteps

Boxing: Tracy Patterson, the son of the former world heavyweight champion, Floyd Patterson, stopped Thierry Jacob, of France, after 50 seconds of the second round to win the World Boxing Council super bantamweight title in Albany, New York on Tuesday.

Len Darling

Crickets: Len Darling, a member of Sir Donald Bradman's side in the infamous bodyline series, died in Adelaide yesterday, aged 83. Darling played 12 Test matches for Australia, making his debut in the 1932-3 bodyline series.


Spanish double

Hockey: The Great Britain men will play Spain in two matches at the Olympic venue in Terrassa tomorrow and Sunday. The British squad of 18 includes Mayer and Davis, both standing in for the injured Kerly and Batchelor.


Player killed

American football: Eric Andolsek, aged 25, of the Detroit Lions, died on Tuesday in Louisiana, when he was struck by a truck as he worked in his front garden.

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Oxfordshire outclassed by Lancashire

Watkinson and Atherton press home advantage

BY JOHN WOODCOCK

OXFORD (Oxfordshire won toss): Lancashire beat Oxfordshire by 195 runs

IT TOOK Lancashire until the early afternoon to assert themselves on the Christ Church ground at Oxford yesterday, but they went on to do so in no uncertain fashion. After scoring 134 from their last 15 overs, they bowled Oxfordshire out for 87, meeting much resistance only from Stewart Laudat.

It all fell rather flat in the end. A genuine Minor Counties side in that all of them play their cricket locally and cast-offs from the first-class counties are disallowed. Oxfordshire held their own until lunch. Lancashire were then 112 for three after 35 overs.

Having tried once and failed, Fowler and Atherton brought off a run-out as early as the fourth over, a direct throw by Johnson from short mid-wicket doing the trick when Fowler was sent back. Arnold bowled a first-rate opening spell (8-3-13-0) with the spires behind him. It was a sultry morning, on which

the ball moved around and runs had to be earned.

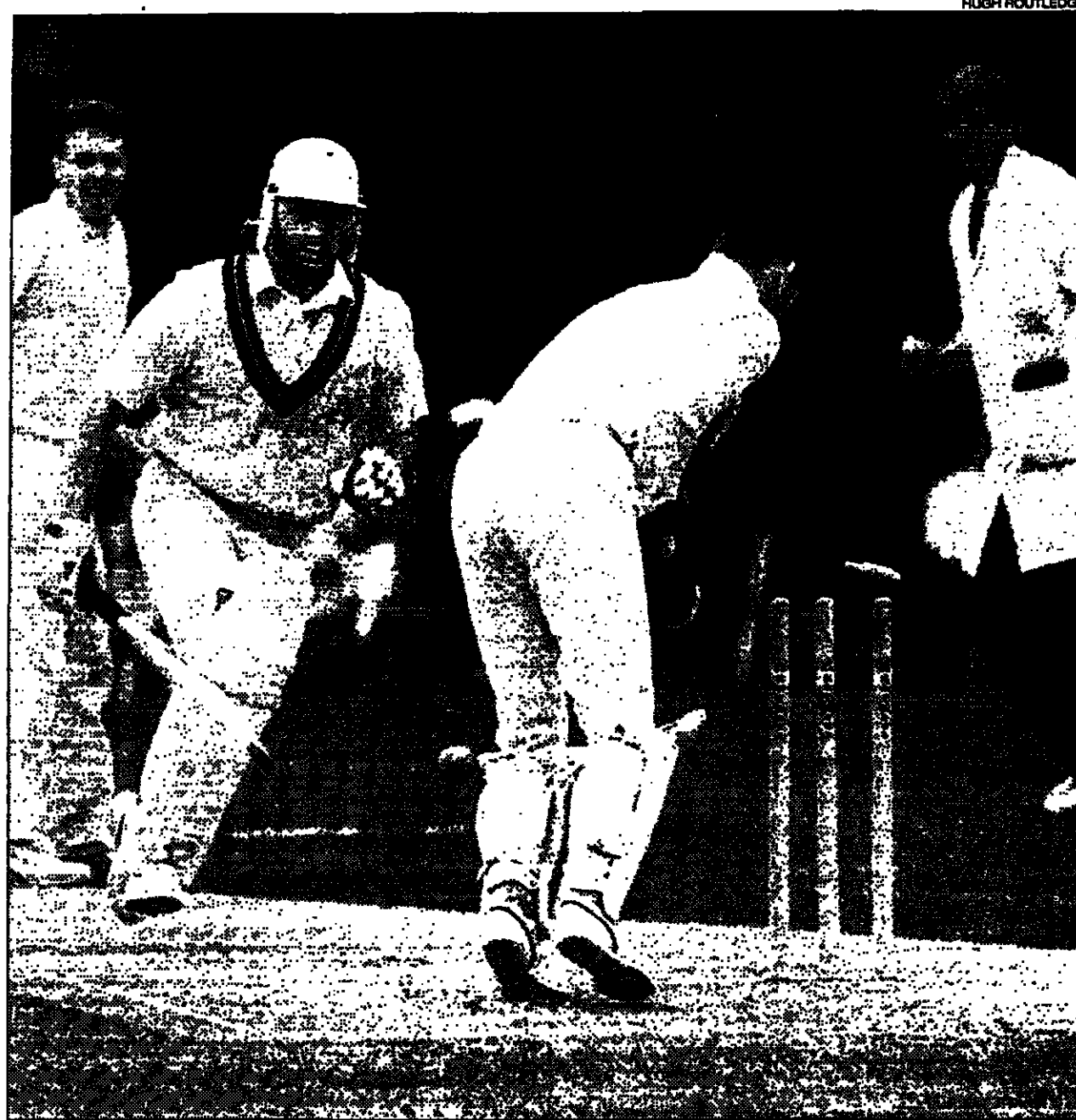
When Titchard was fourth out at 149 in the 45th over, Oxfordshire were hanging on. But Watkinson, one of our most splendid strikers of the ball, was more than they could manage, and as Lancashire's overs ran out, Atherton picked the runs. For the fifth wicket these two ran out 128. Watkinson hit seven fours and four sixes in his 82 (51 balls). Atherton five fours in his 108 (159 balls).

The outfield was slow, but the ground looked a picture and the marquee made sure that it had the air of an occasion. I can remember the wonder of seeing my first Australian team on this ground in 1934, when the University played Bill Woodfull's side. It is the caps I recall as much as the play — the Australians in those baggy green ones they used to wear and Oxford in their harringtons. It was not much more than a year after the war, when Douglas Jardine had captured England from under a harrington

cap — but the significance of that was lost on a seven-year-old.

But back to yesterday, when Oxfordshire had omitted, unfortunately, to fix the umpires. Four of their first six batsmen were leg-before, all very plumb no doubt. In the morning Savin, the Jesus College groundsman, had had trouble to start with, controlling his left-arm medium pace, his second over containing five wides.

When Martin Lancashire bowled, the wicketkeeper would have been better off standing for a while where first slip was. It was still that sort of a day, as conducive to swing as it had been in the morning. But Laudat was not prevented from showing the sort of promise that has already attracted Northamptonshire's attention. Aged 21, he is the son of a Dominican, though he was born and brought up in Oxford. Of the young players on show in this match, Lancashire's included, none showed a more obvious natural talent.



Ball beats man: Jobson's direct hit runs out Fowler, sent back by Atherton at Oxford

Dorset grateful to two imports

BY SIMON WILDE

SOUTHAMPTON (Hampshire won toss): Hampshire beat Dorset by nine wickets

AS NURSERY of the game, Dorset must be among the worst run of cricketers' cricketers. In almost 100 years, it has failed to produce an England Test player. Of this season's county cricketers, not one was born within its borders. It is hardly surprising, therefore, that Dorset's part-timers were unable to stretch their illustrious neighbours, Hampshire, in the NatWest Trophy first round yesterday.

They far from disgraced themselves however, giving the holders a long and frustrating time in the field. Hampshire's chief buggers were the second-wicket pair of Graeme Colwell and Tim Richings, who took advantage of a flat pitch to add 180 in 50 overs. Needless to say, both Colwell, who scored

105, and Richings, 74 not out, were born outside Dorset. Colwell likes to hit the ball hard, especially on the off-side, and Hampshire gave him plenty of scope to do so, only Connor and Marshall keeping a tight line. Dorset's total of 218 for three would have been much larger had they put away more bad balls.

The best-known cricketer to come out of Dorset is probably the Rev Andrew Wingfield-Digby, who last year provided spiritual guidance to the England team. Yesterday, he was lured out of retirement at the age of 41 and performed with success, bowling tidily and taking the wicket of Middleton.

By the end, though, Hampshire's batsmen had found spiritual nourishment of their own. Terry, who finished the match with successive sixes, helped himself to 108 and Smith to 59 as victory came with nine overs to spare.

Durham dismiss Irish

BY PETER BALL

CLONTARF (Durham won toss): Durham beat Ireland by 189 runs

DURHAM did rather better in Clontarf yesterday than the first visitors from the north east. Then, in 1914, Brian Boru defeated the Vikings with some ease: there was never much prospect of history repeating itself on this occasion, a century by Wayne Larkins ending any possibility of a similar upset.

Clontarf — which means Meadow of the Bull — seemed the perfect setting for Ian Botham, but although he played golf in "my favourite city in the world," on Tuesday, he was ruled out yesterday. His broken toe and nagging groin strain mean he will not play for Durham until next Friday against Gloucestershire at the earliest. That is a day after the Third Test begins and would seem certain to rule him out of that match, unless England once again decide to gamble.

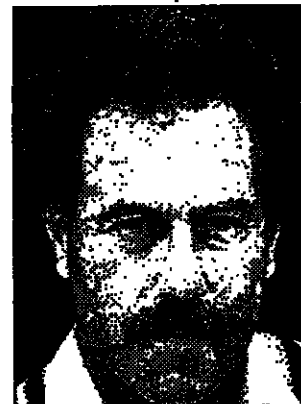
Botham arrived too late yesterday to see Larkins playing bullishly in his absence. Glendene, whose century for the then minor county against Glamorgan at this stage of last year's competition, helped establish his career, this time went early, but Larkins and Jones put Durham in control with a partnership of 162 in 35 overs.

Ireland did not help themselves. Larkins was dropped on 30 and then again immediately after reaching his half-century. They were expensive misses, Larkins riding his luck to reach his second 50 off just 43 balls.

In all, he hit 15 fours and three sixes to give the 2,000 spectators packed into the three-lined ground some compensation for Botham's absence. He had batted for 152 minutes when he was finally caught at mid-on by the Irish captain, Warke.

Jones had gone the previous over as Hoy at last got some reward for an excellent spell. Leg spinners are a reviving breed, with Hoy the first to play for Ireland since Godfrey Graham in the late Fifties.

At 230 for six after 53 overs, Ireland could feel quite satisfied with their progress, but then Briers and McEwan broke free. The final total was beyond Ireland, none of the batsmen establishing themselves and Durham getting home with 22 overs to spare.



Larkins: impressive

Wells boundaries blast weak attack

BY IVO TENNANT

BEACONSFIELD (Sussex won toss): Sussex beat Buckinghamshire by 201 runs

AS IF intent on expunging all memory of humiliation by the Minor Counties on another Buckinghamshire ground earlier this season, Sussex summarily accounted for another minor county opponent yesterday. Their total of 327 for six was their highest in the NatWest Trophy.

Alan Wells struck his first century in this competition, with seven sixes and seven fours. He was man of the match in Buckinghamshire's first match in the adjudicator's eye, to sum up, for their own batting had been sadly inconsequential.

Buckinghamshire's difficulties were compounded by an injury to Roberts, who took a century off Sussex two years ago. Burrows and Booden were also missing. From when Sussex won the

toss and Smith drove Edwards way out of the pleasant ground, it was clear that on such a firm pitch a large total was inevitable.

Sussex had not exceeded until yesterday their 314 for seven against Kent in 1963. In that inaugural year there were 65 overs an innings.

Wells made 119 off 70 balls, several of which were dispatched in a parabolic arc between long-on and long-off. Smith and Hall began with 112 off 34 overs and there was other fierce hitting besides. There was no relief for Buckinghamshire save for a 71-year-old apprehended male stranger.

Once Buckinghamshire lost their first five wickets for 59, their innings meandered gently to its close. Salisbury's confidence was a joy to behold, his spell a telling one in circumstances far less exacting than at Lord's. He has had a week to remember.

YESTERDAY'S NATWEST TROPHY SCOREBOARDS

Gloucestershire v Cheshire	
Gloucestershire	229
Cheshire	107
Gloucestershire	107
Cheshire	107
Gloucestershire	107
Cheshire	107
Gloucestershire	107
Cheshire	107
Gloucestershire	107
Cheshire	107

Warwickshire v Staffordshire	
Warwickshire	108
Staffordshire	108
Warwickshire	108
Staffordshire	108
Warwickshire	108
Staffordshire	108
Warwickshire	108
Staffordshire	108
Warwickshire	108
Staffordshire	108

Derbyshire v Derby	
Derbyshire	111
Derby	111
Derbyshire	111
Derby	111
Derbyshire	111
Derby	111
Derbyshire	111
Derby	111
Derbyshire	111
Derby	111

Somerset v Gloucestershire	
Somerset	21
Gloucestershire	21
Somerset	21
Gloucestershire	21
Somerset	21
Gloucestershire	21
Somerset	21
Gloucestershire	21
Somerset	21
Gloucestershire	21

Oxfordshire v Lancashire	
Oxfordshire	107
Lancashire	107
Oxfordshire	107
Lancashire	107
Oxfordshire	107
Lancashire	107
Oxfordshire	107
Lancashire	107
Oxfordshire	107
Lancashire	107

Essex v Cumberland	
Essex	77
Cumberland	77
Essex	77
Cumberland	77
Essex	77
Cumberland	77
Essex	77
Cumberland	77
Essex	77
Cumberland	77

Hants v Dorset	
Hants	108
Dorset	108
Hants	108
Dorset	108
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Hants	108
Dorset	108

Bucks v Sussex	
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Somerset v Gloucestershire	
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Essex v Cumberland	
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Hants v Dorset	
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Hants	108
Dorset	108

Bucks v Sussex	
Bucks	111
Sussex	111
Bucks	111

Stewart is unable to halt Surrey decline

By Geoffrey Wheeler

WHILE Alec Stewart's Test career is burgeoning, the fortunes of his county, Surrey, show no signs of improvement. Without a win in the championship, Surrey went out of the NatWest Trophy at the first hurdle yesterday, beaten by four wickets by Glamorgan.

Stewart, in his first season of captaincy, made 60, despite a back strain which prevented him keeping wicket, and added 147 in 33 overs with David Ward, whose dashing century in 101 balls included 23 off one over from Adrian Dale. But no liberties could be taken with Steve Barwick, whose five for 26 was his best analysis in the competition.

Surrey, without the injured Martin Bicknell and Rudi Bryson, made Glamorgan work hard to reach 240 and they had only five balls to spare. Matthew Maynard's 87 proving vital.

Although there were some sterling individual performances, none of the minor counties seriously threatened to topple a first-class team, although Scotland batted so well at Taunton that Somerset had to make 246 to secure an eight-wicket victory. Ian Philip, the Scotland wicketkeeper batted through the 60 overs for 102 and shared century partnerships with Bruce Patterson, his opening partner, and George Reifer. Richard Harden made an unbeaten 107 for Somerset.

Northamptonshire lunched uneasily at 114 for four against Cambridgeshire but David Capel and Kevin

Curran plundered 104 from the last ten overs and Cambridgeshire finished 69 short of their target of 235, despite an unbeaten 104 from Nick Adams, who hit four sixes.

Cheshire, who four years ago were celebrating victory over Derbyshire, were routed for 68 at Bristol where Courtney Walsh, six for 21, and Andy Babington reduced them to 24 for seven in 16 overs after Gloucestershire had made 272 for four. Tony Wright contributed 107.

Alan Donald was nearly as effective as Walsh, taking five for 28 against Staffordshire at Edgbaston, where Warwickshire won by eight wickets. Staffordshire reached 172 for nine largely through the efforts of Simon Myles.

Mark Woodman, an Exeter printer, allowed only 16 runs in his 12 overs at Canterbury where Mark Fleming's 53 from 23 deliveries provided much-needed Kent acceleration against Devon, beaten by exactly a hundred.

Nasser Hussain reached 108 from 92 balls as Essex piled up 361 for eight against Cambridgeshire, whose opening batsman Steve Sharpe scored 75 as they replied with 200 for eight.

There were centuries for Peter Bowler and Chris Adams and five wickets for Dominic Cork of Derbyshire in their win by 141 runs over Berkshire; while Robinson, Leicestershire's recent acquisition, was top scorer with 73 in the win over Norfolk. His former Yorkshire colleagues were scarcely stretched by Northumberland, winning by eight wickets.

Inzamam reveals perfect timing

By Richard Streeton

FENNER'S (first day of three; Universities won 105); Oxford and Cambridge Universities, with seven first-innings wickets in hand, are 418 runs behind the Pakistanis

AFTER the excitement and tension of the Lord's Test match, the Pakistanis took advantage of the chance for tranquility yesterday against undemanding opponents. Inzamam-ul-Haq scored a chanceless and graceful double hundred and almost everyone made runs.

The Pakistanis declared at 446 for five as soon as Inzamam reached 200 out of the 302 added while he was in. He hit four sixes and 24 fours and faced 188 balls in just under three-and-a-half hours. Left 50 minutes to bat, the Universities were 28 for three at the close.

For all his acknowledged gifts, Inzamam needed a big score to maintain his place in the Pakistan Test team. He began watchfully, by his standards, and took 90 minutes to reach 50 before becoming more assertive.

Inzamam drove on both sides of the wicket with casualness and timing which invoked memories for older spectators of Majid Khan's batting on this ground 20 years ago.

Amir Sohail provided a foretaste of the punishment to come for the bowlers when he made 43 out of 52 in the first ten overs. Sohail was then run out by a direct hit by Hooper from mid-on as he sought a sharp single.

Shoaib Mohammad, Inzamam's rival for a Test place, batted neatly until he lifted a catch to mid-on against Wight, an off-spinner.

Mujtaba was third out driving against the medium pace of Jeh, an Australian of Sri Lankan descent. Zahid Fazal helped Inzamam to add 160 in 28 overs before he drove a return catch to Gaillard, another seamer. The Universities always fielded with enthusiasm, something epitomised when Lovell ran back 20 yards to take a spectacular catch to dismiss Moïn Khan.

COMMONWEALTH GAMES

Malaysia to protest about Adelaide bid

Kuala Lumpur: Malaysia said it will protest to the Commonwealth Games Federation (CGF) over what is claimed to be an unusual financial offer by the Australian city of Adelaide in its bid to host the 1998 Commonwealth Games.

Malaysian officials said at the weekend Adelaide had made direct offers to the 66 members of the Commonwealth Games Federation financial advances to buy air tickets to travel to Adelaide for the 1998 games.

They said Adelaide's offer, made in May, appeared aimed at enticing teams to vote for the Australian city at the games federation assembly in Barcelona on July 21.

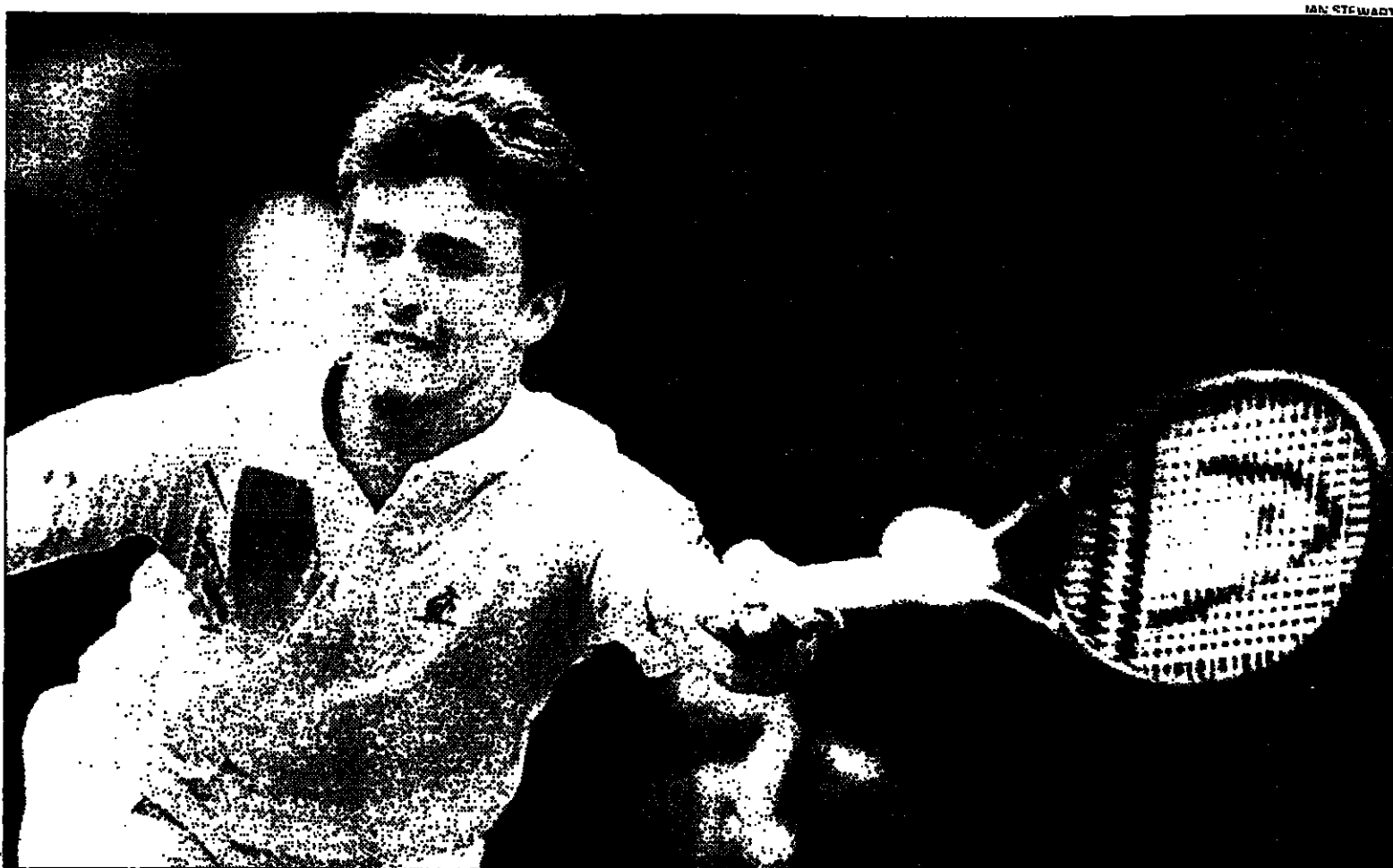
"We treat this kind of campaign seriously," Annuar Musa, the Malaysian Sports Minister, said on Tuesday night. He said Hamzah Abu Samah, the Olympic Council of Malaysia (OCMA) president, Hamzah Abu Samah would meet the CGF secretary, David Dixon, next week to lodge a complaint.

Malaysia has mounted a campaign to host the games, which if held here would be the biggest-ever sporting event in the country's history.

The chief of Adelaide's bid to stage the games has denied the city was trying to buy votes. "These assertions are totally false," George Belchev, the chief executive of Adelaide 1998, said on Sunday. "What this reaction does confirm is how concerned Kuala Lumpur is about the strength of Adelaide's bid." Tickets are normally offered by the host country to participating teams through the games federation and not directly, according to the OCM vice-president, Alex Lee.

Lee said Adelaide was offering participating teams the equivalent of 1.667 seats worth nearly 10 million ringgit (US\$4 million). Malaysia would offer through the federation about 1,500 seats worth an estimated 7.5 million ringgit (\$3 million) if it wins the right to host the games. *Reuter*

The power game plays dividends for Croatian challenger on the centre court at Wimbledon



Stretching a point: Ivanisevic plays a forehand during his typical second-round victory over Woodforde yesterday on the centre court

Ivanisevic adds to the entertainment

By Andrew Longmore
Tennis Correspondent

WHERE Goran Ivanisevic goes, madness and comedy will never be far behind. So it was on the centre court yesterday. The Croat served 34 aces, received a code violation for racket throwing, survived one of his traditional brainstorms and played a point entirely with his wrong hand before completing his third round with a 6-4, 6-4, 6-7, 6-3 win over Mark Woodforde.

He won the wrong-handed point, too, and the game with it, much to the surprise of the Australian, who had prompted the touch of force by switching from southpaw himself.



"I couldn't believe the umpire did not call a let," he said. The bigger surprise was that Ivanisevic did not bang down another ace with his right hand. When he is enthused by the spirit of the centre court, almost anything is possible.

"It is just a great court for serving because it is that little bit faster than the others. Unless you have played on it, it is difficult to describe why it is so special," the No. 10 seed said. His last appearance was in the semi-final against Boris Becker two years ago. In the intervening year, he lost to Nick Brown, which is an adequate summary of Ivanisevic's extremes.

Woodforde knew what was coming, because he had faced Ivanisevic in doubles at Queens two weeks ago. He did not win a point then and he won just seven off Ivanisevic's serve in the first two sets yesterday, one of them being a double-fault.

"I was just out-of-control-balled. It's not just the speed of his serve, it's the angle. You

edge one way and it goes the other. At one stage, I could not stop laughing because I had been working on my own serve and it just felt palsy in comparison."

Partly out of embarrassment, partly out of desperation, in the sixth game of the second set, Woodforde switched hands. Ivanisevic responded, hit a first serve and then a return before Woodforde dumped a right-handed forehand into the net.

"You may as well have a bit of fun if you're being bombarded with serves," he explained. "You either have to laugh or cry. I would prefer to laugh with all those people out there."

If Woodforde also wanted to break his opponent's notoriously suspect concentration, he failed. In the short term, at least. But the flipside of the Ivanisevic character surfaced soon after. Leading 5-1 in the third set, his first serve vanished inexplicably and with it went his equilibrium. He lost five games in a row, dropped the tie-break on a double-fault and did not emerge

from his trance until he broke to lead 3-1 in the fourth set.

"I couldn't win my serve and I got tight," he explained. Ivanisevic's next assignment is with Marc Rosset, the biggest server of the lot. "It's not going to be an interesting match," Woodforde commented. But, one way or another, and with Ivanisevic you can never tell, it will be over very quickly.

Michael Stich found Amos Mansdorf on court two no laughing matter. The Germans were not good: Boris Becker had gone out in the second round when defending his title in 1987, court two — otherwise known as the "graveyard" — has a reputation for upsets and Mansdorf is just the man to exploit a champion's off day. He had come within a whisker of beating Edberg two years ago.

To make matters worse, Stich was in one of his grouchy moods, continually questioning calls, berating a ball boy and generally searching for a scapegoat to explain

his own inadequacies.

Mansdorf's skidding serve did not help his temper and the No. 3 seed came to within two points of going 2-0 down at 4-5, 0-30 before a desperately nervy volley landed right on the baseline.

Only then did the defending champion resume normal service and a double-fault on the opening point of the tie-break by the hitherto indestructible Israeli summed up the change in fortunes. Stich levelled and did not look back in anger, winning 4-6, 7-6, 6-3, 6-3 to reach a third-round match against Magnus Larsson.

Andre Agassi also had his trials, which had begun the day before and continued yesterday when he served a double-fault on the opening point to lose his serve. He soon broke back and then needed off the last three games of the next two sets to beat Andrei Chesnokov 5-7, 6-1, 7-5, 7-5.

He will also be appealing against a possible fine for his audible obscenity incurred on the first evening. "No one heard what I said."

Defeats leave Bates all alone

By Alex Ramsay

AFTER only three days of the championships, it is left to Jeremy Bates to take up the mantle as the sole Briton in the singles at Wimbledon. Yesterday his fellow flag-bearers failed to follow in his footsteps as Chris Wilkinson, Amanda Grunfield, Shirli Ann Siddall and Mark Petchey all lost.

Not that they went down without a fight. Wilkinson came nearest to victory, putting up a two-and-a-half-hour struggle to try to overcome the gangling Sandon Stolle. The son of Fred, the oft 3in Stolle has inherited much of his father's brawny on court with his rolling gait and feet like angle irons. He also knows a thing or two about serving and volleying on grass and has a more than effective return of serve.

But although Wilkinson is by nature a clay-court player, he soon had the measure of Stolle, serving with pinpoint accuracy and keeping his opponent on the run.

Dispatching the first set with ease and racing to serve for the second, he looked to be heading for a repeat of Bates's performance until he was broken for the first time, showing Stolle the first hint of weakness and allowing him to split sets.

Suddenly the ball was over for Wilkinson. He battled to force a tie-break in the third set, lost four set points, saved four set points and lost it 15-13. From then on the match was effectively over as he went out on one of those set points.

"If I'd got my first serve in on one of those set points maybe it would have been different," Wilkinson said. "But I didn't feel any pressure. I just kept playing each point as it was."

Wilkinson was disappointed to lose, but after a good first-round win over Pozzi, he feels he has learned a lot. "I now know that I can beat anyone on the day anywhere in the world. Today I couldn't do any more. I did all I could."

Grunfield also found herself involved in a battle royal. Playing Mana Endo, from Hiroshima, she saved four match points before giving up the struggle 5-7, 6-2, 7-5 in just under two and a half hours. It had been that sort of match. Grunfield had been cruising in the first set and was poised to win it when she served a double fault, lost her authority and even when the set was in the bag, she was struggling to get back in command.

Petchey had little chance to take control against the huge service of Marc Rosset. Rosset obviously has a taste for home-grown opponents, having disposed of Andrew Richardson in the first round. Petchey proved a little tougher but having broken early on in the first set tie break, he lost five points in a row to lose the set and shortly after it the match 7-6, 6-2, 6-3.

Court four was a happy hunting ground for the British, before Petchey's demise. Siddall found that determination and a Jim Courier baseball cap were not enough to beat Claudia Porwik. She lost 6-4, 6-2.

Swede plunders the seed that never was

By Rex Bellamy

A BIG young Swede with the lean and lissom build of Stefan Edberg and an even closer affinity with Mats Wilander has blasted his way through two rounds of Wimbledon at the cost of one set — in which he had a match point. Yesterday, Magnus Larsson beat Carlos Costa, ranked tenth in the world — a Wimbledon "seed" who never was. They played on court nine, which is as good a place as any to catch the flavour of the first week. The score was 7-5, 6-3, 6-7, 6-4.

This was an engaging spectacle, far richer in its technical and tactical content than many early matches. In addition to the usual wallop of services and vol-

leys, there was much crisp sparring from the baselines and enough lobs, drops, and short angles to sledge the critics of grass-court tennis. Larsson is 6ft 3in tall. He won because he had the heavier artillery and used it well, though better opponents may profit from his comparatively experimental backhand.

Like Wilander, Larsson hits the backhand with two hands or one according to the needs of the moment. Like Wilander, too, he has homes in Vaxjo and Monte Carlo and an easy-going nature. Larsson, aged 22, ranks 37th. This year, he has won respectable tournaments indoors and on clay. Now he is looking the part on grass and hoping that his match with the champion,

Michael Stich, will be on the centre court. "The closest I've been," Larsson said, "is the players' restaurant."

Costa, aged 24, is from Barcelona and has won good opinions for his play



Costa: expensive errors

and his personality. This year, he had a good run on clay, winning two of four finals and reaching the semi-finals of another tournament. His ambling gait and casual bearing (arms well away from the body, as if alert for the challenge to a fast draw in an imminent gunfight) are reminiscent of Charlie Pasarell. But in his tennis, Costa is more of an Ilie Nastase or an Henri Leconte. Within him lurk the mischievous spirits of the artist and the adventurer.

Yesterday, Costa could not quite come to terms with grass. Larsson, and an inherent compulsion to play more tennis than grass permits. He tried too much clever stuff in the forecourt. Those touches were glorious when they came off — some

of his volleyed drops expired like the last sigh of a punctured tyre — but expensive when they did not. Larsson sometimes joined in the fun, but with more discretion.

A run of five games gave Larsson the first set and a lead in the second. In the third set, Larsson had a match point at 5-4 but was thwarted by a service winner — and Costa precariously won the tie-break. For a time, Costa looked livelier and more assertive. No wonder. He had been up to his neck in the mire, desperate for some aid to flotation — and had found it. But in the fourth set he was disconcerted by an overrule and, in the next game, lost his service. Inside him, something seemed to die. Sweden 3, Spain 1.

Navratilova betrays anger

By Our Sports Staff

AFTER 12 years on the board of the Women's Tennis Association, Martina Navratilova is angry that none of the younger players seems interested in having a say in the way the game is run.

"A lot of the players complain or say this or that should be different, but then you ask them to run for the board and they don't want to do it," Navratilova said yesterday. "It's like you are complaining about who is in office, but you don't go to vote."

Navratilova, nine times the Wimbledon champion, said things have changed since the days when she, Chris Evert and Pam Shriver were deeply involved with the WTA.

"I wanted to know what was going on, but the players today they talk through their agents," she said. "It's difficult to even just talk to somebody and say, 'What do you think about this?'"

Navratilova was WTA president from 1979-80 and in 1983. The incumbent is Shriver. "Now it's sort of the last of the Mohicans with Pam," Navratilova said.

Kevin Curren, the former men's singles finalist and a first-round victim this year, had his pocket hit as well as his pride yesterday when he was fined \$500 for racket abuse.

The South African-born American, beaten in 1985 by Boris Becker, lost in five sets to Bryan Shelton, also of the United States, on Tuesday. The fine was deducted from his loser's cheque of \$7,364.

The British No. 1, Jeremy Bates, a 1,000-1 chance for Wimbledon when the tour opened, is now down to 500-1 after his victory over Michael Chang of the United States on Tuesday. He will come

down to 250-1 if he wins his next match, against Javier Sanchez of Spain, the book-makers, William Hill, said yesterday.

He started at the same odds offered for the Second Coming of Elvis Presley and is now the same as for the Loch Ness monster turning up.

Christine Truman, the winner of the French Open in 1959 and now a tennis commentator, yesterday predicted that Monica Seles will win Wimbledon and add the third leg of the grand slam to her collection, which already includes the Australian and French titles this year.

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THURSDAY JUNE 25 1992

Fifth seed knocked out in second round

Sánchez finds Halard has too much power

BY ANDREW LONGMORE
TENNIS CORRESPONDENTResults, page 33
Costa beaten page 33

OLYMPIC preparations can begin a little earlier than had planned after a surprise second round defeat for Arantxa Sánchez Vicario at Wimbledon yesterday. The Spaniard was beaten 6-3, 2-6, 6-3 by the Frenchwoman, Julie Halard, in a rumbustious match which delighted and enthralled the capacity crowd on court one for a shade under two hours.

In general, upsets are few and far between in the women's singles in the opening week of a grand slam tournament, but Halard showed surprising steel and power to post the first real shock of these championships. Sánchez Vicario is the No. 5 seed and, though still a little hit or miss on grass, is a doughty fighter and, in many ways, a female version of Michael Chang. But, as the American found out the day before, an ability to scramble and a fighting spirit is often not enough on grass.

Halard is an artist in her spare time and appears to have a gentle artistic nature. Though she has reached as high as No. 18 in the rankings, she has tended to fall apart in the face of the very best. But she came to Wimbledon well prepared. "I have been practising at Wimbledon for the past week and on grass in France in the week before I came," she said. "I have been working to improve my serve and my volley and I can now go to the net with more confidence."

She had shown some prom-

ise on grass before, being runner-up at junior Wimbledon in 1987, and showed quite the right attacking instincts in the first and third sets yesterday.

Hitting her forehands with surprising power for such a slight woman, she kept the Spaniard pinned to the baseline in the opening set, which she took with three breaks, and, though the No. 5 seed responded with typical belligerence in the second, Halard refused to be rattled and stuck to her game plan.

With Halard coming to the net whenever possible and the Spaniard producing her considerable repertoire of drop shots, lobs and passes, the final set produced the best tennis of the championships. Both girls were pulled tighter and tighter with ever tighter angles, but, surprisingly, it was Halard who proved the tougher.

"It was one of the best victories of my career," she said. "It's the first time I've really played well on the grass court. I knew I had a chance because I was playing very well and there was no pressure on me. This is not her best surface."

Sánchez Vicario can now turn her mind fully to the biggest priority of her year, winning Olympic gold in her home town of Barcelona. Typically, she did not use that as an excuse for her failure. Her expectations on grass are not yet as high as they should be as her chequered record shows. She has reached the quarter-finals twice and been knocked out in the first round three times.

"I am not that disappointed," she said. "Anything can happen on this surface. She had a good day and I wasn't

100 per cent there. Maybe I should have attacked more at the end."

Halard was not the only Frenchwoman on the rack yesterday. Her compatriot, Nathalie Tauziat, found herself 3-1 down to the young Ukrainian, Natalia Medvedeva, in the second round. Medvedeva is the sister of Andre Medvedev, who played so well to reach the quarter-final of the French Open in Paris, and she has the same power and the same style, if not quite the same stamina. Faced with the prospect of beating the No. 14 seed, she started to freeze and then ran out of steam.

From being a break down in the final set, Tauziat won five straight games, serving strongly and mixing her game up well. In contrast, Medvedeva tried to do things which were beyond her scope and she paid the price, Tauziat winning 7-5, 2-6, 6-3.

Four other seeds — Mary Joe Fernandez, Anke Huber, Katerina Maleeva and Monica Seles — reached the third round without mishap. On paper, the No. 1 seed should have had more trouble with the Belgian, Sabine Appelmans, but she simply proved too powerful on the day, while Fernandez, the No. 7 seed, had a tough first set against Nanne Dahlman, of Finland, before coming through to a third round match against Amy Frazier, 7-5, 6-2.

Andre Agassi, of the United States, is to appeal against a code violation handed out during his first-round match with the Russian, Andrei Chesnokov, on Tuesday night. "I didn't feel I said anything that offended anybody, because I didn't think anybody heard," the twelfth seed said. He did admit losing his temper and swearing in the 5-7, 6-1, 7-5 victory.

□ Andre Agassi, of the United States, is to appeal against a code violation handed out during his first-round match with the Russian, Andrei Chesnokov, on Tuesday night. "I didn't feel I said anything that offended anybody, because I didn't think anybody heard," the twelfth seed said. He did admit losing his temper and swearing in the 5-7, 6-1, 7-5 victory.

WIMBLEDON will introduce a proper drug-testing programme next year. A meeting yesterday at the All England Club agreed that there should be testing shortly at all leading international tournaments in Britain, using the protocol of the International Olympic Committee (IOC) as tennis is now an Olympic sport.

The move follows recent comments by John McEnroe and Steffi Graf, accusing some players of having taken drugs to improve their performances. Graf, who pointed out that she had never been tested, said she wanted more tournaments to be subjected to random sampling.

The meeting was attended by representatives of the International Tennis Federation (ITF), the Association of Tennis Professionals (ATP), the Women's Tennis Association (WTA) and the Lawn Tennis Association (LTA) and the Sports Council.

Jim Cochrane, a member of



Double take: Halard has her eyes on victory at Wimbledon yesterday

Drug testing to be introduced

BY JOHN GOODBODY

the medical commission and management committee of the ITF, said: "A very open discussion took place. There will be further talks to clarify the situation. However, within a very short period there will be a drug-testing protocol in place based on the IOC procedure."

Cochrane, who chaired the meeting, described the attitude of the players' representatives as "very positive". Their biggest worry was the confidentiality of the player.

However, a breakthrough occurred yesterday when the two players' organisations agreed that if someone had taken drugs, leading to a suspension, their names should be published. However, if this occurs, tournament organisers will have the problem of reallocating prize money.

It is expected that about 40 players, picked at random, will be tested over the Wimbledon fortnight next year, the analysis to be carried out at King's College, London, the IOC-accredited laboratory.

In the past, the ATP and WTA have used their own sampling officers.

The Sports Council, which funds the British drug-testing programme, is happy to compromise by having its own independent officials act as supervisors provided the IOC protocol is followed. This will include the urine being passed in full view of the sampling officer.

The only time that men at Wimbledon underwent drug testing was in 1986, when it was carried out by the ATP. It was not repeated as there was an outcry in Britain when the ATP refused to disclose the names of anyone found positive. There was also lack of security and strict protocol which Dick Robinson, a member of the championship committee, later described as "ludicrous".

The WTA organised testing for women in 1990.

There has been sampling at the last two French open championships because the French government insist that any important sports

event held in its country is carried out to a programme submitted to its officers and at its laboratory.

The ATP and the WTA already have an automatic, nine-month ban for anyone found using anabolic steroids for the first time and a life ban for a second offence. However, for stimulant drugs, such as amphetamines, the organisations have agreed only to continue their policy of counselling rather than suspension.

This is despite the fact that stimulants can improve a player's performance, possibly depriving a rival of success and money. In addition, if that player were to be found positive for a stimulant during the Olympic Games, he or she would be disqualified immediately.

The players' organisations are still viewing people taking stimulants as having a social problem rather than attempting to cheat their fellow professionals. They only suspend a player if he or she refuses to undergo counselling.

Toogood has another day to remember

BY ALAN LEE, CRICKET CORRESPONDENT

Telford (Middlesex won toss): Middlesex beat Shropshire by 145 runs

SEVEN years ago, the University match was hijacked by an Oxford medical student named Giles Toogood, who completed the rare double of a century and ten wickets before disappearing from public sporting life. Yesterday, Toogood resurfaced in the colours of Shropshire and took six Middlesex wickets in one of the NatWest Trophy's more remarkable bowling spells.

Toogood, aged 30 and based in Oxford, specialising in transplant work, was playing only his third game for a county who have been disrupted by the acrimonious departure of Paul Priddy. The former Worcestershire bowler left with some disparaging remarks about this Telford pitch, claims which superficially seemed absurd at lunchtime yesterday, when Middlesex stood at 184 without loss.

In the final hour of the innings, however, the true colours of an untrustworthy surface were shown. Middlesex lost seven wickets for 84 and Toogood, in his second spell, took six for 27.

The only wicket to elude him was John Carr's, which was poignant for two reasons. Carr was out to the final ball of a spell by a 30-year-old off spinner, Mike Cronin, which Carr doubtless considered preferable to being dismissed by Toogood, his marital boss man. Carr and Toogood were at Oxford together, while Carr's subsequent cricket career has been a stop-go affair. Toogood's never started.

Worcestershire were keen to give me a contract, he said, "and it was not an easy decision to make. But I felt I would never be better than an ordinary county player and I have had no reason to regret going straight into the medical world."

High of action and medium of pace, Toogood gave a memory to a mismatch. Although Middlesex fell short of what seemed likely while Haynes and Roseberry were plundering centuries, their 294 was still way beyond Shropshire, and Headley

took three wickets in his first two overs to make sure.

The rest was a purposeless amble but the atmosphere at St George's was ideal for the day when I believe that all Minor Counties should receive a home draw.

Andy Barnard, the one survivor from Shropshire's 1984 defeat of Yorkshire, was their most economical bowler yesterday, quelling a riotous start by Haynes and Roseberry despite dislocating a finger in mid-spell.

Even when the two openers were in command, the vagaries of this slow, turning pitch were apparent. Haynes was out to a frustrated drive as soon as Toogood returned after lunch. Roseberry chipped to mid-wicket, and Ramprakash's 29 was a curiosity. In three balls, before walking for a leg-side catch, he had begun to walk for a fumbled stumping, been caught at mid-wicket by a fielder with one foot over the boundary rope, and then straight-driven a more authentic six over the pavilion.

MIDDLESEX
D L Haynes c Cronin b Toogood 101
M A Roseberry c Barnard b Toogood 112
M R Ramprakash c Davidson b Toogood 29
J D Carr b Cronin 15
K R Brown a sub b Toogood 2
P N Williams c Barnard b Toogood 2
R J Sims not out 13
J E Embury lbw b Toogood 0
D W Headley not out 7
Extras (lb 6, w 6, nb 1) 13
Total (7 wickets, 60 overs) 294
N F Williams and A R C Fraser did not bat

FALL OF WICKETS: 1-101, 2-222, 3-252, 4-264, 5-264, 6-282, 7-283.

BOWLING: Thomas 8-0-54-0, Toogood 12-1-47-6, Edwards 4-1-11-4, Cronin 12-1-84-1, Byram 12-0-52-0, Barnard 12-0-40-0

SHROPSHIRE
J B R Jones c Embury b Ramprakash 24
A R Williams c Brown b Headley 0
P Parson b Headley 0
M R Davies b Headley 0
G J Toogood c Brown b Fraser 19
M J Davidson c and b Embury 12
A S Barnard b Headley 42
P Thomas not out 28
B Edwards c and b Roseberry 0
M R Cronin b Headley 1
Extras (lb 1, w 9, nb 6) 16
Total (8 wickets, 40 overs) 149

FALL OF WICKETS: 1-11, 2-11, 3-11, 4-19, 5-48, 6-80, 7-115, 8-139, 9-144

BOWLING: Fraser 7-3-10-1, Headley 8-1-42-5, Williams 10-4-32-0, Embury 11-3-26-1, Ramprakash 12-3-28-2, Carr 2-1-2-0, Haynes 2-0-7-0, Roseberry 4-0-22-1

Man of the match: G J Toogood (Shropshire).

Umpires: P B Wright and D Fowler-Corbett.

Easy for Lancashire, page 32

Izzamam's 200, page 33

Grand prix to feature safety car

Paris: Fisa, the world governing body of motor-racing, confirmed yesterday that a pace car would be introduced into Formula One racing at the British grand prix on July 12. The "safety car" will be used only in circumstances of great danger where the race would previously have been stopped with a flag.

The decision was announced as part of a package of wide-ranging changes that aim to make Formula One racing more attractive. Most of the modifications will come into force in 1993.

As expected, the federation ordered the overall width of cars to be reduced from 2,150mm to 2,000mm and a cut in wheel-width from 18in to 15in.

The federation also ordered that all cars must stop for one tyre change during a race.

ANC urges Olympic withdrawal

Johannesburg: The African National Congress (ANC) yesterday called on South African sports bodies to pull out of international competition, including the Olympic Games next month, in protest at the massacre of 39 blacks at Boipatong last week.

Steve Tshwete, the ANC sports chief and national executive committee member, said that the black opposition movement had decided to call a summit of sports bodies to hear the ANC's request. He said that the ANC believed a moratorium should include a football tour by Cameroon, rugby union tours by New Zealand and Australia, and South Africa's participation at the Olympics.

A spokeswoman said the International Olympic Committee was aware of the decision. (Reuters)

Lendl perseveres for a break with tradition

IVAN Lendl confessed yesterday that he used to find the British traditions "a little silly". He picked on a soft target as an example: tea at four o'clock. Does Lendl know that he has become a British tradition himself?

Every year at this time, Lendl comes to Britain, alternates dark scowls with expressions of haunting grandeur and then fails to win Wimbledon.

It is traditional: he has been doing it since 1978. He was in the early stages of this year's agony yesterday, beating a German called Arne Thoms 7-5, 7-6, 1-6, 7-5.

This is not a very Lendl scoreline. In his heyday, Lendl's greatest quality was ruthlessness. Show him a weakness and you are gone. But it is not only muscles

and sinews that lose their reliability as the years go by. The mind gets softer as well. Lendl, the man with the steel-trap brain, somehow softened up and let the German climb all over him for a set. He then managed to call himself to order and won the last with characteristic machine-like inevitability.

Tennis is a game about emotional peaks but no one ever told Lendl that. He decided years ago that it was a game about technicalities and angles. He turned on the game of tennis with the mind of a golfer. He attempted to turn himself into the perfect tennis machine.

He came as close as anyone has ever done. His consistency at his peak was staggering: No. 1 ranked player four years, three of



SIMON BARNES AT WIMBLEDON

them in succession, and no lower than fifth last year. No one loves a man who tries to be a machine — you ask Nick Faldo.

With such people, we are left with admiration: reluctant admiration at best. We tea-drinking Brits have always preferred a gallant loser to a soulless perfectionist. After all, it is a tradition — a pretty silly one, as Lendl would be the first to tell us, but that is our way.

Lendl came as close to mechanical perfection as anyone could have done but, every year, even in his me-

chanical heyday, he had an annual fortnight in which he came face to face with the fact of his own humanity. For Lendl, Wimbledon became the place where the machine stopped.

But he has never given up. Not even now. He has not allowed mere reality to affect him. He went against his own nature and learned to serve and volley. At first, he did this with all the natural grace of a cow playing the violin. In the end, he became a very good grass-court player indeed. But never the best. The tea-drinkers used to

take a good deal of delight in his repeated failures. Now, he has gained an odd kind of respect. If you tilt at enough windmills, it ceases to be foolish and becomes somewhat admirable.

Lendl is one of the most successful players in history — he has won more than 18 million bucks in prize money, which must help with the mortgage — but, to the Brits, he is a noble failure. The Brits, not true tennis people, see only Wimbledon: the tea-drinkers have seen only Lendl's failure. He has become, for us, the Sisyphus of tennis: a man doomed to fail when the peak is in sight.

He looks the same as ever. Even the expressionless expression is the same. It is the British apprehension of it that is different. Once we

saw Lendl as a man with the permanent sulks: now, his face seems full of tragic nobility. "I just try to stay in there and enjoy," he said yesterday.

Lendl enjoy himself? Whatever next? "I'm definitely enjoying myself," he said. "And I'm having a good time." Lendl having a good time at Wimbledon? This sounds like a major break with tradition to me.

I don't suppose that this year, in his tennis-playing dotage, he could break out more Wimbledon tradition and win the damn thing could he? I'll buy him a cup of tea if he does.

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LIFE & TIMES

THURSDAY JUNE 25 1992

APPOINTMENTS
Eleven pages
of top
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Tuning up for the singsong

National Music Day should be more than a
cheap way for the government to present
itself as a music patron, says George Hill

A national day on which we are all told to rejoice about some art or pastime or commodity is a day when longstanding lovers of whatever it is are apt to feel an overwhelming impulse to duck out. The worthier the objective, the more one cringes at the invitation to an orchestrated nationwide *allegro vivace*.

At this moment the batons of a thousand conductors throughout Britain are imperiously raised to bring us all in on the beat for Sunday's National Music Day. The day has all possible claims to worthiness, being backed by the government and by Mick Jagger. The impulse to play Scrooge is all the stronger on this occasion because some areas of the world of music in Britain are in the throes of grief and uncertainty. A day of celebration at a time like this must seem to many musicians to have the hollow ring of a *dance macabre*.

Publicists claim that Sunday's feast of song is the first day officially dedicated to music in this country. Their memories are short: an attempt was made to foist the same concept on us in 1985, as the climax of the Council of Europe's "European Music Year". It foundered on weaknesses in organisation and British mistrust for regimented jollification. The new celebration seems likely to be more successful in reinforcing Britain's claims to be a musical nation. The nationwide list of musical events, now stands at 1,548.

The 19th century German sneer that this country is "a land without music" was never true, even at our low point of musical provincialism in the last century, and it is certainly not true now. But a feeling of inequality is kept alive if only by the prominence of German composers in the concert programme, and by awareness of the far higher levels of public subsidy that professional music enjoys in Germany today. These feelings are especially high at present, as insecurity rises over expected changes in public funding for the professional arts. Covent Garden, forced by low subsidies to raise prices to levels where it is vulnerable to charges of being elitist, has long been engaged in a depressingly fruitless search for ways of raising its buildings to a standard adequate for the present day needs of an opera and a ballet company. London orchestras were until recently uncomfortably jostling for the capital's limited outlets

and audiences, a problem they have still only partially resolved. Uncertainties still surround the future of the BBC, probably the most important patron of music in Britain since the Reformation.

An uncertain time to hold a party, but perhaps that is the time when holding a party is most worth while. It would be easy to suggest less frivolous objects for government support, but any kind of government support for music is welcome. National Music Day promises to give many people a great deal of fun.

The aim is to enlist as many players as possible throughout Britain — amateur and professional, rehearsed and scratch. There will be brass bands, bell ringing, sea shanties, steel bands, chamber recitals, musical cruises and barber-shop quartets. Carling is promoting a mammoth concert on Clapham Common, south London, at which 2,000 instrumental performers are to join forces in a mass rendering of songs including *With a Little Help from my Friends*. This will be broadcast on Radio 2 (in case there is any part of the British Isles where the sound does not carry direct), and relayed to 17,000 pubs, where the customers will join in to swell the song.

Eric Clapton and Elton John are to appear at Wembley. Jose Carreras will be in concert in Bath. Prince will tread the boards in Glasgow, and Ravi Shankar will be involved in a musical mystery tour at Dartington Hall, Devon.

The smaller events are especially representative of the day's intended character as an outlet for spontaneous music making. There will be busking for charity in Chester, a concert of Asian music in Middlesbrough and massed cub scouts performing Morris dances in Evesham. A "learn to play day" in Milton Keynes will tempt shoppers to try out musical instruments. The choir of Swanbourne House School, Buckinghamshire, will sing matins in the school chapel, and at Lydford parish church, Devon, there will be a Gaelic music performance featuring a Chinese song.

All this is to be organised on what the European Community would call the principle of subsidiarity. The day's events are being coordinated by the impresario Harvey Goldsmith and for a £5 registration fee from the organisers of each event. Mr Goldsmith's small team



More than just a gimmick: Sunday promises to give many people a great deal of fun, but it also raises questions about the quality of teaching for future players

provides posters and promotion, and adds the event to the list. Beyond this, the individual organisers will be left to their own devices, bearing their own losses and sorting out their own disasters.

On this occasion, as in 1985, the originator of idea is Jack Lang, the perennial French minister for culture, who bent the ear of Mr Jagger in France last year. Mr Jagger in turn bent that of Timothy Renton, the then arts minister, who forthwith committed his successor, David Mellor, to a day of concerted harmony this Sunday.

"It is meant to be populist and fun and not too terribly serious," says Mr Renton, who will spend part of the day floating in a hot air balloon over his constituency, with two trumpeters from local schools to send fanfares ringing across Haywards Heath. "If the day is well supported, I hope it will become a fixture in the calendar."

The government put up a small grant of £100,000. Commercial sponsors including Coca-Cola and Carling Black Label are providing publicity and support for major performances. But publicity for the day has been muted because the advertising and pop industries failed to offer support on the scale hoped for.

Some events, including an Albert Hall concert in tribute to Richard Rodgers, and a presentation of

Handel's *Messiah* at Olympia with a cast of thousands, have had to be cancelled or postponed because bookings have proved disappointing. Others, including the Wembley and Glasgow concerts, were planned long before there was any thought of designating a national day. Something of a publicity clash arose after the day was fixed, when a date only three days later was chosen for the launch of the six-month European Arts Festival, John Major's initiative to mark Britain's presidency of the European community.

"The two festivals are totally separate," Mr Renton says. "We had almost no choice, because we attached special importance to choosing a Sunday on which schools could easily take part. The presence of so many schools in the day's programme shows how strong the musical life in our schools is, in spite of all the worries and glooms about music teaching."

The place of music in schools is one of the darker shadows in a national musical landscape which many musicians see as having greatly improved over the years, in spite of recent anxieties. "These are great times to be involved in music," says Clive Gillinson, the managing director of the London Symphony Orchestra at the Barbican. "The quality of music making in this country is phenomenal. Our

audiences have been going up and up, and they are far more ready than they were to accept challenging work."

Sir John Manduell, the principal of the Royal Northern College of Music, shares this optimism. "On a comparative basis, we are healthier musically than many other countries. That is something which depends on continued positive encouragement from public as well as private sources."

Charles Morgan, the campaigns officer for the National Campaign for the Arts, which has been monitoring the effects of local spending cuts on music teaching in state schools, takes a less optimistic view. "Music has been written into the national curriculum, but only up to the age of 14," he says. "Schools will be under pressure to concentrate on the subjects where all pupils will be carrying on to exam age."

Many musicians fear that music has been given a place in the curriculum at a time when resources to implement its new status are ebbing away. Instrumental teaching is especially at risk, for few schools can justify employing a teacher of their own. Shared arrangements have grown up, which have suffered heavily in budget cuts. Manchester, North Tyneside

and others have cut their manpower in this category by half; Derbyshire has cut its service altogether.

Advanced and experimental provision is most vulnerable of all. For ten years the well-known Tower Hamlets strings project has brought pioneering methods in strings tuition to 700 primary school children a year in some of London's most deprived boroughs. "We have had to halve our hours of tuition and have ceased to train new teachers," says Robert Neden, the manager of the project. "Without new blood, the whole thing could fizzle out next September."

Music in state schools has been one of Britain's greatest educational success stories over the past 20 years. Teaching has helped to bring down barriers between the classical mainstream and ethnic music and jazz. Continental youth orchestras have to put quotas on their numbers of British players, to give other partners a chance.

National Music Day may itself bring benefit to schools music in future years, for a charitable trust has been formed in the hope that there may one day be revenues which can be ploughed back into music teaching.

"Sponsors have quite understandably hung back this year," Mr Renton says. "If anything, we probably have a small deficit at this stage. But if they see it brings

worthwhile publicity, they may decide that it's good news. Then we might be able to endow music scholarships, or fund instruments for loan."

But that is for the future, speculative and probably limited in scale at best. Most of the school groups and ensembles which will perform on Sunday will be demonstrating the success of a system which many see as under threat here and now.

On the surface, National Music Day is a day of populist fun, and an opportunity for the government to present itself as a patron of music relatively cheaply. But the image of a whole nation making music together embodies a truth which goes deeper than gimmickry. Love of music is very nearly universal. The potential ability to perform it at a more or less presentable standard is almost as widespread. It would be a tragedy if the first national day designed to affirm that Britain is not "a nation without music" proved to mark a high point of achievement from which later years are only able to register a melancholy decline.

TOMORROW

Richard Cork on Spain's greatest living painter

A time to splice and a time to split

PRIVATE LIFE: John Diamond on bad reasons for marriage

Given that the sole function of sociological research is to prove at great cost what we could each individually have told the researcher if only he'd bothered popping round and asking, it comes as no real surprise to discover that partners who live together transmutationally before getting married are more likely to finish up in the divorce court.

The explanation? Not religion, surely, any vicar will tell you that most modern white weddings consist of family groups wandering up and down the road in hired frock coats asking strangers whether that gloomy stone building with the pointy bit on the roof is a thingy, you know, church.

This week the Rev Edward Pratt, who gathers his flock in Hampshire, announced that he would only marry those cohabiting parishioners who repent the sin of cohabitation at the altar. Mr Pratt gets no argument from me: that's what churches are for. It's always struck me that the idea of vicars waving fornicators and oxen-covet-

ers into the pews with a cheery "You just carry on, but I hope you don't mind a couple of quick verses of Come, Ye Faithful, Raise the Strain" is the theological equivalent of a football referee letting Gazza on to the pitch kitted out in cricket pads and waving a hockey stick. I'm sure that those who repent before marriage have a better chance at it than those who spend their marriage repenting, but then repenters have a different chance at all sorts of things than the rest of us.

Perhaps it's that marrying cohabiters suffer from a lack of commitment. But then aren't the couple who have played mummies and daddies for a while and liked it sufficiently to sign up for the real thing likely to be more committed than those who find something frilly in the Pronuptia catalogue or having seen a particularly steek

number at Moss Bros and then hunt round for a partner to go with it?

Sad though the statistics are, the reason that good cohabiters make lousy married couples is a matter of bathos rather than pathos. The old-fashioned couple, the ones who meet outside the Gaumont on Tuesdays and the wine bar on Saturdays, the ones whose premarital sex life was confined to whatever little you can get away with in a street-parked Sierra, have something to look forward to. They leave their parents' home on the morning of the wedding as children and climb into bed that night as adults. There's so much to play with, and all at the same time: the new house, the giggling joint washing-up sessions, the bed, the



joint chequebook — and because it all started with the wedding, it all becomes part of the same adventure.

The rest of us, the over-the-broomstick lot, get up, tap our partners on the shoulder, make jokey gulping noises, get a minicab

round to the register office, listen to our mates making faux-ironic jokes about what we'll be getting up to tonight, ho-ho, and then come back and do last night's washing-up. We try out the new Mr and Mrs names for a day or two, then realise that our joint chequebook and the mortgage deeds are in the old names anyway, and go back to them.

We've done chequebooks a dozen times and deciding on the new paint for the hall a hundred. There is nothing new you can tell us about the socks-on-the-bathroom-floor conundrum; the whose-turn-is-it-for-Waitrose mantra is one that we already know by heart. While newlyweds can set sail on their magical voyage of discovery, our own marital plans mean we are

stuck on the Woolwich ferry arguing about who forgot to bring the packed lunch.

So why do we do it? Nine times out of ten we get married because that's the last thing we should do. I can name a dozen marriages I've been to in the past few years where the ceremony is the only reasonable alternative to splitting up, and where for a hopelessly optimistic moment both parties have convinced themselves that being forced to stay together by decree of the town clerk is preferable to depressing decisions about which party gets the Hendrix records and which gets stuck with Abba. Show me a ten-year relationship waiting in line at the register office and I'll show you a couple toasting each other in halves of Drabuc at the Last Chance Saloon.

Marriage for cohabiters is a version of all those things that the

— in Mr Pratt's terms — honestly married do, but cheaper. Married couples whose marriage is getting a little frayed around the edges go on second honeymoons, or move house, or have another child, all of which inject some new vigour into their joint life. Unmarried couples get married, which doesn't. Sometimes, it is true, unmarried couples try using the married tactics instead of marriage: ask all those men doing Saturday duty at the local McDonald's how long they lived with the child's mother before they agreed that now was no less a wrong time than any other to have a baby.

There are, I know, exceptions — those who have reached a point in their unmarried state where they need to announce to the world that they are as one, and could the old boyfriends take the hint please and stop phoning up. But then again, I guess that those who have reached that state after all those years of living together are the ones who need the institution of marriage least of all.



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Jean-Pierre Coffe detests unnatural food as much as the French public adore him, Josephine Akrell reports

Crusader who knows his onions

HAPPINESS for Jean-Pierre Coffe is a few fresh mackerel simmered in a little muscadet, while a tartine spread with homemade jam, he declares, is "poetry on toast".

Mouthwatering eloquence is the trademark of France's latest screen idol, who insists that "la bonne vie ne coûte pas cher" (the good life is not expensive). Armed with FF200 and a wicker basket, his Friday-morning shopping-spree in local markets all over France are cult viewing for the millions of drooling *téléspectateurs* who tune in to Canal Plus's lunchtime chat show, *La Grande Famille*.

Nicknamed the "Zorro de la Grande Bouffe", the 50-year-old former actor leads a single-handed crusade in the name of *le bon goût*, waxing lyrical between puffs of a fat Epicure cigar, on the humble *andouillette*, and dismissing beautiful *nouveaux* as the "Ben Johnson" of French wines, while advising his viewers on how to choose good, untreated products in the marketplace.

Determined that *la bonne cuisine* should be available to everyone, M Coffe prowls the market-stalls of France from Bordeaux to Strasbourg and Lille to Aix-en-Provence, intent on producing a weekend's-worth of gourmet eating for four people, at a mere FF50 a head, *vin non compris*.

Stout, balding and bespectacled, with a monkish halo of grey hair, M Coffe is an unlikely screen star in fashion-conscious France, yet he is daily mobbed in the streets by fans brandishing his latest book, *Au Secours le Gout*.

The passionate debates that ensue range from fois gras to frozen peas. "Believe me, I'm not running a campaign against frozen food," insists M Coffe to an enraptured audience. "But you really must learn not to pop in on the *coiffeur* on the way home from the shops, and expect your *petit pois* to survive the heat. *Un peu de respect!*"

Practicality mixed with a touch of the *dramatique* — he acted alongside Jeremy Irons in *Swann in Love* — is the key to M Coffe's

success. He won the coveted spot on Canal Plus, where the audition recipe called for coquilles St-Jacques, by turning up with a plastic bag full of shelled coquilles, culinary blasphemy in the eyes of other stiffly starched candidates, who arrived with truckloads of untouched shellfish. "I said I lived in a sixth-floor *chambre de bonne* (garret) and couldn't be bothered to lug the empty shells downstairs. I talked like a housewife, and they loved it," says M Coffe, whose own culinary tastes are as unpretentious as his on-screen style.

He challenges his weekly guests, who range from Jack Lang, the culture minister, to local restaurateurs, to the "quatre repas pour FF200" test. A typical day's bounty, bagged at Nantes market, includes a kilo of local mackerel, a *canard Nantais aux navets et aux carottes* and a *tarte aux fraises* for Saturday, with a fragrant pot of *moules*, a *sauté de veau* and a *clafoutis aux mirabelles* — "une *petite merveille*", sighs a contented M Coffe jingling his change.

The cameras still rolling, M Coffe pounces on a nearby fruit and vegetable stall which displays a couple of his *bêtes noires* — the stalkless cherry, chemically treated to lose its stem as it falls from the tree, and the pink Euro-endive, genetically engineered to produce its blushing colour and lose its distinctive bitterness. "Why not fluorescent pink?" he explodes. "C'est incroyable — le goût est en peril!"

M Coffe, who receives 2,000 fan letters and docks up hours of Minitel recipe consultation every week, relishes exposing the scandals peppering the French food trade. His genial smile metamorphoses with alarming rapidity into a scandalised expression of *dégoût* for the phosphate-filled *jambon* and low-fat *saucisson* which he lobs dangerously across the television studio, to the alarm of other straight-laced *présentateurs*. French food manufacturers, well aware of M Coffe's abandoned penchant for proclaiming brand-names, ply him with offers. But Monsieur Bon Gout is not for sale, and his producers were once obliged to grit their teeth as a famous brand of *crème glacée* suddenly withdrew millions of



Jean-Pierre Coffe, the unlikely star: "To be deprived of flavour is to be deprived of your liberty"

francs of advertising after a few scathing words on the subject of the ice-cream industry.

"To be deprived of flavour is to be deprived of your liberty," declares the unrepentant M Coffe. Even the French loaf is, according to him, an endangered species: "I find it intolerable that in a boulangerie you can buy a baguette without knowing whether it's fresh or frozen. In the 14th century, the boulanger whose bread wasn't up to scratch had his stocks burned and was banned from production. If we did that today there wouldn't be any bread left to eat." Never one to do things by halves, he is currently planning a modest little volume entitled *Guide to 17 mil-*

lion boulangeries in France to add to his list of three best-selling books, a weekly column in *Elle* magazine, and a spot on a national radio station.

M Coffe brushes aside the suggestion that time may be of the essence when it comes to shopping and cooking. "Our grandparents had six years of leisure time during their lives — we have 23, and what do we do but sit in front of the television? Personally, I prefer a *blanquette de veau* to an American soap opera any day."

"Take a look at the figures — between '91 and '92, sales of cheeses made with unpasteurised milk went up by 12 per cent and those of non-industrial ham by 26

per cent. Two brands of plastic-packed lemons went out of business, and the bottom fell out of the entire fat-free market. I'd hate to breach the bounds of modesty, but I think my words may be having some small effect."

In September, M Coffe's culinary crusade gathers momentum, with televised trips to markets all over Europe and a twice-weekly programme trained on the taste buds of France's younger generation, which has been densensitised, he believes, by the decline of breastfeeding. "Every mother's milk has a unique taste, according to what she eats: my breast," he declares, "was full of flavour."

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Jam today, but none tomorrow

I tuned into a crackly *Today* programme to hear John Humphrys say that the A4 was closed. A lorry had jackknifed. Contemplating the wide open Gascon countryside, I spared a patronising thought for the troubled British motorist before driving off to the market at Fleurance.

A mile short of the town I pulled up behind a queue of trucks and cars. The road was blocked. Walking towards the problem along the line of vehicles, I heard other drivers shouting to each other about a farmers' protest. Three mechanical diggers were strung out across both lanes.

That they would be there for some time was suggested by a table set out with bread, coffee and several bottles of wine. A hand-painted banner read "Non à la PAC." The slogan is familiar enough. The farmers don't like the *Production Agricole Communautaire* or as we know it, the common agricultural policy, with its planned cut in subsidies. In the radical north, the issue is vital enough to cause riots but here in the southwest we're not used to violent demonstrations, or demonstrations of any sort for that matter.

The typical Gascon feels happily remote from what goes on in Paris or Brussels. I thought again about the roadside exhortations to fight the Eurocrats. They are supplemented by posters warning of what will happen if the farmers stay passive. "Mort des Paysans." Have the Gascons been pushed too far?

I asked M Boudier who farms 200 acres, a large holding by local standards. M Boudier, a young man, took over from his father but with the French inheritance laws treating all children on an equal footing he had to raise a big loan to buy out his brother and sister. "There was no difficulty ten years ago. The banks were happy to lend. Everyone was telling us to grow more food."

But the party was soon over. The Boudier farm became a one-man business. Madame Boudier went back to her old job as a hairdresser.

I told M Boudier of my experience outside Fleurance. The farmers had chosen market day to close off the town. Since they were the first to suffer (with no market their produce could not be sold) the exercise was as effective as a shot in the foot. M Boudier shrugged.

"It is a symbol. An appeal for justice."

FRANCE
WHEN IN FRANCE

Later, I made the point to a fellow motorist as we watched a small force of tractors and harvesters occupying the crossroads immediately ahead of us.

"It's a show of strength. They don't mean us to take it personally."

The motorist wished they would explain that to the man he was supposed to be meeting in minutes.

He stood rooted, glumly contemplating a wasted afternoon.

A demonstrator came over. How long would all this go on for? we asked. "It'll all be over by the end of the week. On Monday, we'll be back to normal. 'Meanwhile', grumbled the other motorist. 'I've got to get to Nérac.' He

wasn't expecting a response but the young farmer was only too pleased to help.

"Pas de problème. You go back along this road and take the first turning on the right. It's not signed and it's very narrow but if you keep going you'll come to Astaffort and then you are back on the road to Nérac."

I couldn't help asking, "wouldn't it be easier to let us through?"

The young man was clearly shocked.

"Mais, non. That would be absurd."

In Astaffort there was another road block, this one manned by the gendarmerie. As each vehicle approached, its driver was given a briefing on the latest movement of traffic. So here we had a roadblock set up to advise drivers on the position of another roadblock further along the route.

Were we all crazy? The question was put to me by an English visitor who clearly felt the police were failing in their duty to keep open the public thoroughfares.

"Country ways are sometimes hard to understand," I said.

The cliché would have sounded more convincing if it had come from a Gitan-smoking wizened rustic. But there weren't any of them around. They were in the fields making up for the time they had lost manning the road blocks.

BARRY TURNER

Hanging beads of le Beausset

The wooden-beaded curtain is a practical and decorative Provençal tradition. Some of the most beautiful are made by Cecile and Jean Deruelle in their workshop-boutique in le Beausset, near Toulon.

The Deruelles have been making their curtains by hand for over 15 years. The beads they use are handmade in the Jura mountains in central France, using box wood. This dense wood is unaffected by humidity and develops an attractive patina with age. Mme Deruelle dyes the beads blue, green, brown or red; M Deruelle then threads them onto metal wires to create the designs for which the couple is famous. It takes at least 1,000 beads to create a square metre and 12 hours of work to complete one curtain. Prices start at FF700 (£71) per square metre. La Carmagnole, 27 Rue de la République, 83330 Le Beausset (Tel 010 33 94 98 70 26). Open every afternoon except Saturday and by appointment.

● PEUGEOT have created a cunning device called Aqua-floor, an automatic, battery-

powered houseplant watering system which will water as frequently as you wish for up to three weeks. A six metre hose equipped with six dispensers will allow you to water as many as six plants at one time. The device can be programmed to water each plant as often (from once a week to once a day) and as long (from ten seconds to two minutes) as required. Aqua-floor by Peugeot Outillage costs around FF500 and is available from department stores, hypermarkets, good do-it-yourself and garden shops throughout France.

● THE designer Jean-Paul Gaultier has brought out his first range of furniture. Based on the theme of Les Meubles Mobiles, the furniture is touted by its creator as evoking travels and movement. "To move without going out."



Moving: Gaultier's chest of drawers from suitcases

Chests of drawers are created from leather and chrome suitcases stacked one on top of the other. A ten-drawer chest of ten tan leather suitcases costs FF69,900. Gaultier's chrome love seat upholstered in red velvet with its rubber tyres on either side and licence plates is strangely reminiscent of a wheelchair or crazy motorcycle sidcar and retails at FF51,000. Gaultier House

available from VIA Diffusion 4/6/8 Cour du Commerce St André, 75006 Paris (Tel 010 33 1 43 29 39 36).

● ALSATIAN cuisine is famed for its excellence throughout France, and many French gourmets are prepared to travel long distances to savour its distinctive flavours. Strasbourg, with its rambling network of medieval streets, lies at the heart of this haute cuisine paradise and in the Boutique du Gourmet, 11 Rue Mercière (Tel 010 33 88 32 00 04), you will find *pâté de foie gras* (goose liver seasoned with truffles) made by Georges Bruck, who supplies the top local restaurants. Frick-Lutz, established in 1830 and arguably the best charcuterie in town, offers the wonderful varieties of sausage which, when served with *choucroute* (boiled pickled cabbage), form the basis for much of Alsatian cuisine. Try cervelas, mettwurst, or the local delicacy, *saucisse de Strasbourg*. Frick-Lutz, 16 Rue des Orfèvres (Tel 010 33 88 32 60 60).

SUSAN BELL

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TODAY *The Times* invites you to take advantage of the third of our exclusive Passport to France travel offers. Readers can save up to £400 by flying to France with T.A.T. before August 28, 1992 and by using an exclusive two tickets for the price of one flight offer. You can choose to fly from Gatwick

to Paris for as little as £139 or to Lyon from £195.

HOW TO BOOK
This offer is valid for travel during July and August. Return travel must be completed by Friday, August 28, 1992, with bookings by July 10.

To book, simply phone 0293-568888, Monday-Friday, 8.30am-5.30pm — you will then be quoted a booking reference number which you should enter on the booking form. The booking form is limited to two people travelling together. You must attach five different Times Newspapers/T.A.T. flight tokens. Full terms and conditions and booking form will appear in *The Times* on Saturday.



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After completing the first journey, attach the counterfoil of the first ticket and ten different Passport to France Sealink tokens from *The Times* and *The Sunday Times* between June 14 and June 27. Terms and conditions will be published tomorrow.



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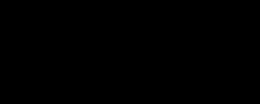
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With friends like these, God save her

Elizabeth Longford, now researching her own royal book, on a nasty piece of work

After Marshal Blücher's defeat at Ligny, he doped himself with gin and garlic to be fit for the coming contest at Waterloo. To his first visitor he apologised: "Ich stinke etwas." Those words might be a motto for Andrew Morton and his book — except that his book stinks more than somewhat.

We are prepared for the unpleasantness to come, including indication and disloyalty, on the first page of the acknowledgements, where the author's sources are thanked for having laid aside "the ingrained habits of discretion and loyalty which proximity to royalty invariably engenders". This 150-page account can do nothing to bolster or support the morale of those involved. It can only do harm to this country's unique and invaluable constitutional monarchy and therefore to the public itself.

The theme is ostensibly positive: the emergence of a Cinderella from the ashes of an unhappy childhood, her entry into a fairytale marriage with Prince Charming, her return to the ashens through the indifference and even jealousy of her husband, and her present-day return to a different kind of glitter, through her own determination and the advice of her friends. In Morton's words, "The story of her transformation from victim to victor, a process that continues to this day, is the subject of this book."

In using the word "victim", the author is at pains to show that Diana has been victimised by her husband, by bullimia (an eating disorder allied to anorexia caused by marital stress and leading to suicide attempts, and by "the royal system". Conversely, she has proved the ultimate "victim" in all the personal confrontations.

In the last few pages, various possibilities are still hanging in the air. A man whom the author quotes fairly often as "her astrologer Felix Lyle", seems to expect the first solution: "She is prone to depression, a woman who is easily defeated and dominated by those with a strong character. Diana has a self-destructive side. At any moment she could say 'hell with you' and go off." The implication is clear. The Princess of Wales cannot be relied on to sue for divorce.

The influence of this "Astrologer Royal" should not be underrated. Two other astrologers are also named as Princess Diana's counsellors, while among her other advisers are the proprietors of the San Lorenzo restaurant in Kensington. Mara Berti is interested in her guests' "star signs" and is said to have directed the Princess's attention to tarot cards, clairvoyance and hypnotism. The Duchess of York appears to have first encouraged the Princess to try

"alternative metaphysics". Behind her faith in these nostrums lies, we are told, a powerful intuition that she, Diana, will never be a Queen, while there will also never be a Charles III. Whether there will ever be a William V remains in decent obscurity, though the chances seem against it. The Princess is quoted as believing that the whole royal show is "outdated" and "crumbling".

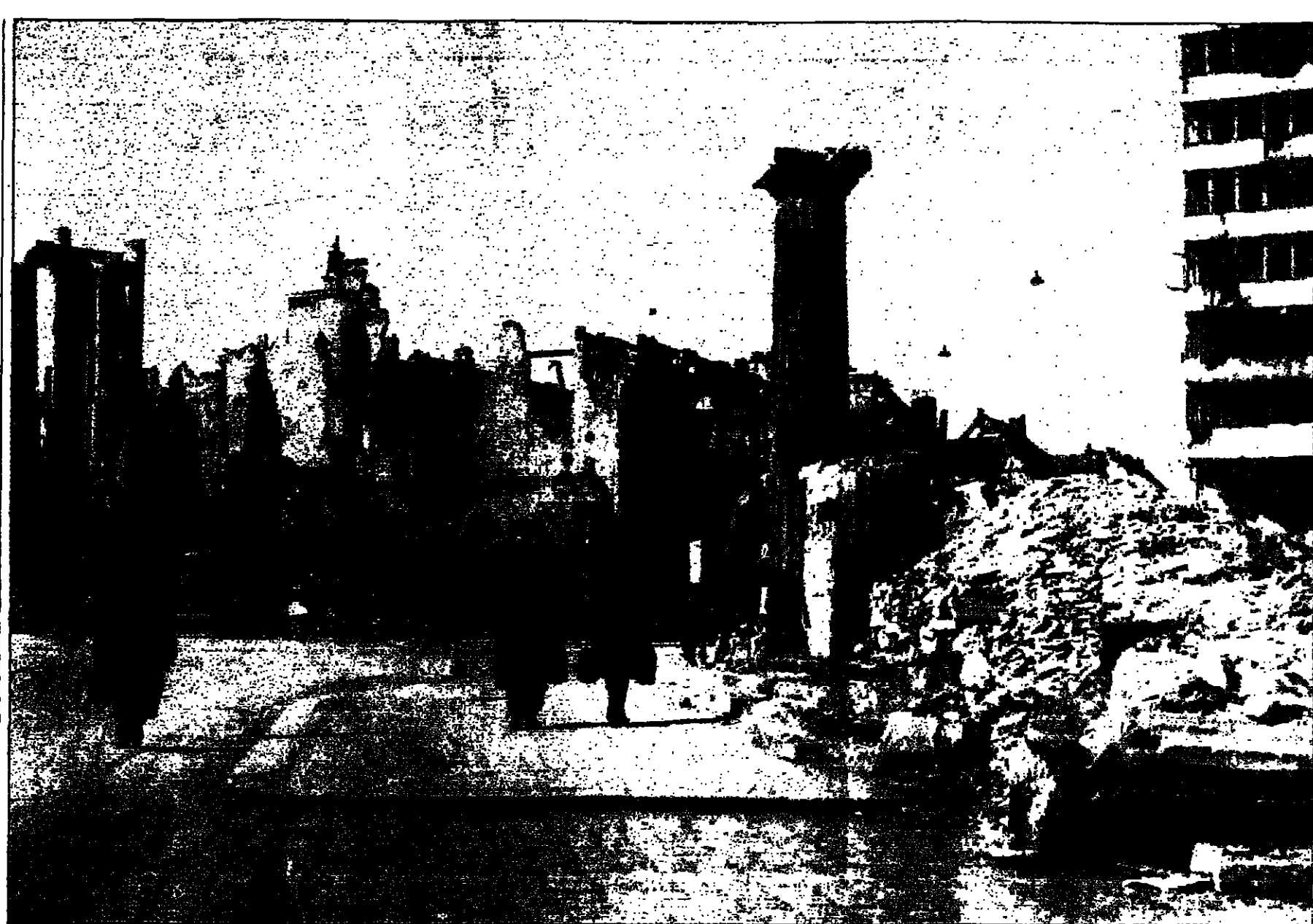
The Princess's second suggested choice — reforming "the system" — also seems to be on the cards. The author refers to a "significant milestone" in her life when she addressed an audience of Aids experts, and afterwards "answered several rather long-winded questions from the floor". This new capacity to employ rational argument (instead of resorting to the tears that flow throughout this book) passed entirely unnoticed by the media.

The third possibility — by which Diana accepts the system because of the consolations of her entry into a fairytale marriage with Prince Charming — seems the most likely solution. Her brother, Earl Spencer, writes convincingly: "She does know what she wants and I think that after ten years she has got to a plateau now which she will continue to occupy for many years."

In general, Morton has an unkind word for almost everyone. The Queen Mother and her two daughters are "an implacable trio". Raine Spencer is "a caricature of a countess"; she and her step-daughter Lady Sarah Spencer hiss at each other "like a pair of angry geese". But it is to Prince Charles that Morton is most grossly unfair. No evidence whatever is given for the assertion that Prince Philip is jealous of his son's success; nor for the statement that Philip told Charles he could go back to his "bachelor habits" if the marriage was not working after five years. Indicted as uncaring husband and father, no mention is made of Charles's attendance at Prince William's birth, though his alleged disappointment at a second son is twice dragged in.

In the last century, two royal marriages temporarily broke down, those of Queen Alexandra and Princess Louise. Through the "discretion and loyalty" despised by Morton, combined with an unaggressive press, both marriages returned to an equilibrium that was by no means unhappy.

If this royal marriage could be left alone for a while it would surely survive — despite the book's horror stories and the familiar technique of doomspeak. Of the marriage it says with crocodile tears: "This divide is now too wide to paper over..." The pages of *Diana: Her True Story* were certainly not designed to do any papering.



Potsdamer Platz, Berlin, in March 1946. The picture, by Kappeler, is from *Der Potsdamer Platz: Eine Geschichte in Wort und Bild* (Nischen Verlag, Berlin 1991)

Hounded by our history

In Ian McEwan's troubling new novel, past and present are linked by the struggle of good and evil, writes Daniel Johnson

BLACK DOGS
Ian McEwan
Jonathan Cape, £14.99

Having perplexed the philosophers for 40 centuries, the problem of evil was unlikely to unlock all its secrets to a novelist whose 44th birthday fell only last Sunday. Ian McEwan's *Black Dogs* is written with the humility of a man who knows this. Evil is no more comprehensible at the end than at the beginning; but the reader is chillingly aware of its presence in our midst.

Its hybrid form — both memoir and biography — enables *Black Dogs* to range more freely across time and space than any of McEwan's previous books. In a brief preface Jeremy, the narrator, introduces himself, his wife Jenny Tremaine and her parents June and Bernard — the principal characters — and finally the black dogs of the title.

The dogs are seen by June as an embodiment of evil: its intrusion into her own life, and thereby also that of Bernard, on a French hillside in 1946. Jeremy refuses to pass judgment on these canine demons: "Whether June's dogs should be regarded as a potent symbol, a handy catch phrase, evidence of her credulity or a manifestation of a power that really exists, I cannot say." But he does allow himself to think of them as "spirit hounds, incarnations" which "will return to haunt us, somewhere in Europe, in another time."

The Tremaines are the narrator's parents, not only in law, but also in a deeper sense: his own are dead and he has spent a lifetime attaching himself to those of his friends. His urgent need to listen to these ageing guardians before they die provides the novel's kinetic energy. He interviews June on her deathbed in a nursing home, and she flies with Bernard to Berlin in November 1989. Jeremy also hears voices, ghostly emanations of the Tremaines, arguing the toss between June's quietist mysticism and Bernard's activist atheism.

Black Dogs is cinematic in scope; its dates and locations are symbolic. Every scene is steeped in history. This has disappointed one acquaintance of McEwan's, who complained in the *London Review of Books* about a "whacked-out post-war Brits with no pulse". Where, he asked, is "the 'McEwan novel' that defines our age?" There is no point in denying the artifice which McEwan deploys. But such juxtapositions serve a legitimate literary purpose: that of creating the illusion of epic scale. This is a short novel, really a novella. It uses places and dates as active participants. By confronting his handful of characters with

Europe's stations of the cross, McEwan achieves grandiose effects in very few pages.

Bernard and June meet in 1944 at Senate House, Bloomsbury (used by Orwell in *Nineteen Eighty-Four*), both of them serving a system which they, as communists, wish to overthrow. While Bernard's commitment lasts until 1956, after which he becomes a Labour politician, June abandons politics after her encounter with the dogs. They live apart, though never divorced, she meditating in a French farmhouse, he in the whirl of London.

Majdanek death camp in 1981 provides the setting for Jeremy and Jenny to fall in love. At a time when Solidarity is making the first breaches in the communist defences, Jenny notices something wrong with the memorial: "No mention of the Jews. See? It still goes on. And it's official." Then she added, more to herself, "The black dogs."

The end of the Berlin Wall is evoked with a fine, first-hand sense

of time and place. A rambling debate develops between Jeremy and Bernard about left-wing politics and the meaning of June's abandonment of the cause. When they walk along the Wall reaches what was once Potsdamerplatz, Jeremy becomes incensed by the older man's accusation that June's religiosity proves that she never ceased to be a hardliner.

"You accused each other of the same thing," Jeremy declares. "She was no more of a hardliner than you are. Two softies... How could you waste so much time, and everyone else's time, and the children...?" As they gaze across the garishly-lit no-man's-land, Jeremy utters a single word: "Utopia." Shortly afterwards, Bernard is assaulted by neo-Nazi skinheads chanting "foreigners out." At Tegel airport, he hints that June might have been right about the dogs.

It was a risky strategy for McEwan to leave the climactic encounter with the dogs to a flashback at the end of the book. The leitmotif has surely been exhausted before the last act? No: he forces the reader to relive June's cathartic ordeal of 1946.

It happens in a prehistoric burial chamber above a gorge in southern

France. Against this bleak, apocalyptic landscape, McEwan generates the menacing atmosphere which is his trademark. June and Bernard talk politics, but she becomes conscious of the gulf between them. After they are separated on the path, two massive approaches her. In her mortal terror, June becomes aware of an invisible presence she can only call God.

In June's later discovery that the hounds were trained by Nazi sadists to rape prisoners some have found evidence of McEwan's pathological imagination. But radical evil is not supposed to be appetising. As for those among McEwan's critics who accuse him of ignoring "our age", they miss his point. We are all at the mercy of our parents, most of all those who have none to show mercy. The most important reckoning of the present is with the immediate past. McEwan's insights rise like vapours from the crater of history.

Evidently he needed to paint this grave and troubling study in black. Perhaps his next book will offer the practical guidance that his and other generations apparently now crave. They should look again at the present volume. I hope McEwan does not quit the region he has now entered before exploring it further. If evil is all but incomprehensible to our age, God is infinitely more so.

A nation of honest brokers

Anthony Hartley

AMERICA, GERMANY AND THE FUTURE OF EUROPE

By Gregory F. Trevelton
Princeton University Press, £16.95
IN SEARCH OF A NEW WORLD ORDER
The Future of US-European Relations
Edited by Henry Brandon
The Brookings Institution, £11.95

To talk of Europe these days is to think of Germany. Two volumes from the heart of the American foreign policy establishment — the Council on Foreign Relations and the Brookings Institution — bear this out. Trevelton's book suggests that Germany will play the decisive role in Europe's future. The Brookings symposium has three German contributors to one Briton.

We must think of Germany because in future it will be more powerful than it was in the past, because it will be different from the old Federal Republic. But we shall need to think hard because its new policies and interests are as yet undefined. German public opinion too is volatile. The sudden swing against European integration after the Danish referendum suggests that, behind the prosperous facade, emotions are fermenting which may find political expression. This is confirmed by recent results in regional elections.

Little enough of this appears in the American establishment view of

the new Germany. It is seen as a stable and democratic polity bound for an apocalyptic Fukuyama future. For a foreign policy it will have an integrated Europe; its role in Eastern Europe and Russia will be benevolent and profitable. As the leading country in Europe it will be able to assume tasks — the pacification of Yugoslavia, for instance — which might otherwise fall to the lot of the United States.

This is probably the opinion of President Bush's State Department. It is certainly one which emerges from these two books. Trevelton begins with an account of America's part in the post-war reconstruction of Germany and then goes straight on to Soviet difficulties with a divided Germany and Gorbachev's final consent to reunification.

But, in the years between, relations between America and its ally were not all plain dealing and polite speaking. There was the irritating refusal of the Bundesbank to allow Germany to become the "locomotive" of world reflation, and there were the occasions when Bonn governments were upset by sudden alterations of strategy in Washington.

Only in Michael Stürmer's contribution to the Brookings symposium is there a hint that Europe may not meet the German requirement for a foreign policy more specifically geared to an emerging

national interest. He observes that France and Germany differ in their interpretations of European security. Moreover, France is no longer able to exert much influence on German policy. The fashionable remedy for Germany's disproportionate power — "binding" it into Europe — makes little sense if that power is real. Europe will be "bound" to Germany.

The Gulf War was a moment of truth — the first occasion on which Bonn had taken a decision which might seriously displace its American ally. Germany, with its deeply pacifist public opinion, is unwilling to take on global commitments. Nonetheless, it regards Eastern and South-Eastern Europe as an area where it must give a lead.

It is already possible to perceive the outline of a new German foreign policy where the most significant relationships will be with Moscow and Kiev rather than Paris or Brussels. There need be nothing sinister about this. It is natural to give priority to an area from which a threat might emerge or a flood of refugees erupt, and which is also a potential economic hinterland.

Germany's emerging national interest is bound to differentiate it from its European partners, just as Britain is differentiated by the Atlantic relationship. Bonn or Berlin will resume the role assigned to it by geography (and by Bismarck) as a bridge or balancing-point between East and West. Kuwait may not have been worth the bones of a Pomeranian grenadier, but in the Ukraine or Bosnia, German interests are clearer.

There is something mechanical about the way most books are written. Sentences, paragraphs, chapters, knocked out by quota, with seemingly little effort. The "characters" may "take over" and do your work for you. Writing is unproblematic and unreflexive, as normal as breathing. The Victorians, the Russians, the French, the Mann brothers, *grands écrivains*, overseers of vast production processes, the industrialists of literature — and the myriads of small producers in their shadow.

Then there is another line. It is not so easy to name names here, because these writers do not make up an alternative tradition, they are merely outside the tradition. I would tentatively suggest, Emily Dickinson, Kafka, Robert Walser, maybe Jane Bowles — but it is like listing an apple, a pear and an orange. For them, writing is something between a vice and a hobby.



Irene Dische: petit guignol

and the very idea of a public is a threat. Their novels, stories and poems look different, read differently, are different. They deal in smaller units, not plots or panoramas of society or big scenes, but in phrasing, rhythm, sequence of sentences. Their formulations squirm memorably, their word-order agonizes, their movement is jerky. This is home-made writing, and Irene Dische is the latest example of it.

I don't know very much about Irene Dische. An American of German extraction who has been

Mermaid on the wilder shores

Michael Hofmann

THE JEWESS
Stories from Berlin and New York
By Irene Dische
Bloomsbury, £14.99

living in Berlin for rather longer than most Americans, she seems equally at home in both languages — or equally uneasy, I should say — and she writes a fascinating, mermaid version of English.

Last year she published a novel, *Pious Secrets*, about a Hitler who had stayed alive, reformed, and emigrated to the New York suburbs. This preposterous notion was grafted on to a wonderfully detailed and felt account of immigrant family life, a mother working in a morgue, the odd minds of scientists and children. At the time of reading, it seemed to me an almost total failure but by a gifted writer. But the book sold a staggering 80,000 copies in Germany, one for every 1,000 of unified population.

Now Dische has presented a book of short stories, the title story of which has 60 pages, and 14 others of ten or so apiece. It is probably her natural form. There is in Dische a large wildness which I resist — the Hitler idea in *Pious Secrets* — and a small wildness, to which I am addicted, and which I find in her use of words, her humour, her love of detail, her way of matching ravage and serenity in stories of petty adulteries, acts of smuggling, inconsequential lives and deaths, tenderness bestowed too early or too late.

Her inborn and alien way with words allows her to come up with phrases like "majestic bitterness", crocuses like "majestic bitterness", "burrowing slowly through the soil", cafés "where the

elderly indulge their need for roccoco". An English travelling companion is brilliantly described as "garrulous and secretive". Clumsiness and error are part of the process too: a janitor "aurally beats awake" the 25 occupants of a house, hair grows "anarchistically" out of an old poet's ears and nose (not anarchically) — and yet you wouldn't have the words changed for anything.

The lives and circumstances she describes are as highly and strangely flavoured as her prose: cleaning ladies, nannies, children foreigners, companions for the elderly. Assertion of self, spite and power

are what she looks for. A dim professor leaves his perfect home and wife for a peculiar liaison with a student who lives in green walls and almost without furniture; his adultery is presented as an education in aesthetic appreciation. A seller of hi-tech furniture lures Polish customers into her shop by leaving a stick of cheap deodorant in the window. In "My Most Memorable Character", a seedy old fellow takes to eating his bread and bologna off his leather chair when his sister and minder dies, and leaves several inches of crumbs in it.

Dische takes the eccentric and makes it persuasive, without explaining it away. As she becomes more unconventional, she can only become even better. Her style of precise overstatement can seem like camp, but there is no pre-existent model to which it aspires. In *The Jewess*, she already has three or four masterpieces of her very own *petit guignol* to her credit.

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The pride and the penury

Even genteel Bath is not immune from recession, John Young reports

Bath is a city of "world heritage" status, awarded by the United Nations, which also recognises Rome and Florence. As if to prove how special the city is, Bath plays host to an open-air concert given by operatic tenor Jose Carreras this Sunday. The event is to take place in front of Royal Crescent, a combination of sound and spectacle which would be hard to match anywhere and for which 15,000 tickets have been sold.

No doubt the audience will be in a more generous mood than the crowd gathered outside the Guildhall on the night of April 9 to witness the discomfiture of Chris Patten, the Conservative party chairman, as his defeat was announced. The election result was greeted with shock by his supporters but gleeful jeers by others.

Business leaders admit that there were distinct advantages to having an MP who was a power in the land, but they also concede that one of the main reasons why Mr Patten lost was that, rightly or wrongly, he was closely identified with the poll tax and the despised uniform business rate.

The latter has hit Bath, with its preponderance of small businesses and expensive city-centre shops, harder than almost anywhere else in Britain. Add to that the effects of the recession and the decline in the number of free-spending tourists, and the result has been that the city — by its own somewhat privileged standards — has been going through a tough time.

To outsiders, Bath, with its Roman heritage, its glories of Georgian architecture and its spectacular natural setting, may seem to be set on a pedestal above other English cities. They are liable to forget that it is also a large town, with

about 85,000 inhabitants, and carries its share of social, economic, unemployment and housing problems. History and beauty are not enough to sustain a modern community.

Like several other towns in the South West, including neighbouring Bristol, Bath is experiencing the effects of the so-called "peace dividend" and the run-down of the defence industries. Since the Admiralty moved to Bath in the second world war, the defence ministry has been by far the largest employer, and the impending job reductions have forced the city council and the business community to seek ways to diversify.

The council recently published a consultation document on economic development, which sets out the position unequivocally. "We have to plan for and respond to changing circumstances," it says. "The past year has witnessed a deterioration in the city's economic position."

In the council's view, one of the key elements in any strategy for economic growth and development is for it to be given more control of its own affairs. If, as is widely expected, the planned local government reforms result in the abolition of both the geographical and the administrative county of Avon, both Bath and Bristol should, it is argued, become single-tier authorities and Bath should be expanded to take in the surrounding towns and villages.

Clive Abbott, the council's chief executive, believes that such an authority would be in a stronger position to pursue five main objectives, the first and most important of which is to restore and enhance the city's economic vitality.

"Obviously Bath is not somewhere where you can build aircraft carriers," he says. "But on the other hand,



The flow of history: Christopher Furness, assistant chief executive of the city council, sees opportunities in Europe.

we don't want to be solely dependent on tourism. Light engineering is strong and could be stronger, and so are publishing and bookbinding, the nucleus of what I like to call a 'cultural industry'."

The Bath Business Forum, a joint venture by the city council and the chamber of commerce, aims to attract what Chris Furness, the council's assistant chief executive, describes as "quality industry".

The council has also joined forces with the university to establish the Bath European Enquiry Service. Furness says that business needs to recognise both the competition and opportunities that the single European market provides.

The second objective is to improve the quality of the environment. Like every other tourist "honeypot", Bath is plagued by traffic problems, which it feels could be tackled better if responsibility for highways were devolved from a higher authority.

Thirdly, Mr Abbott wants to improve public accessibility to the city's cultural and recreational attractions. The annual Bath Festival should, he says, be a combination of an English Salzburg and a people's carnival, with singing and dancing in the streets. "But again we want to get control of education and li-

braries back in our own hands."

Housing is an important issue, partly because high demand has pushed purchase prices and rents close to London levels. Mr Abbott wants to make it easier for people to live in the city centre and acknowledges that young people have been excluded from the housing market to an even greater extent than in other parts of the country.

His fifth concern is to improve community relations. About 7 per cent of Bath's population are of Asian or Afro-Caribbean descent, and they perhaps have greater difficulty than minorities elsewhere in coming to terms with

Bath's enveloping historical presence.

Does Bath perhaps have a problem with its image, being seen as elitist? Mr Abbott agrees that the word "elitism" can be misused to denote snobbery and discrimination as opposed to the pursuit of excellence. "I would hate to be thought elitist," he says.

The council is aware that it has something precious in its keeping. There is something rather endearing about the tables in its annual report showing both the number of listed buildings (5,000) and how many complaints of wasp nests its pest-control team dealt with (1,500). It has got its priorities right.

The very model of a city

How and why did a small medieval walled town become the sophisticated metropolitan resort of the 18th and early 19th centuries? Bath's newest museum, itself housed in a theatrical chapel built by the Countess of Huntingdon in 1765, sets out to explain the building of one of the architectural masterpieces of Europe, Alison Roberts writes.

An hour-long walk around the panels, cases and models takes the visitor from mud shacks to Gothic mansions and covers the creation of Bath from 1700 to 1830. Displays of hand-printed wallpaper jostle with wonderfully named craftsmen's guides, such as *Baty Langley's Builders' Jewel* and the authoritative *Chambers' Treatise on Civil Architecture*.

Door knockers, flagstones and cross-sectioned sash windows provide an insight into the workings and workers of the city.

Building methods and tools feature alongside the men who used them and a look behind the elegant Georgian facades reveals a relaxed way of life, with the baths only a promenade away.

The museum specialises in the kind of trivial information that fascinates: boiled rabbit skins and squashed beetles were used to make richly coloured paints for walls; oyster shells were wedged between stones in walls to smooth the joint, and the engineering behind the 18th-century privy is fully explained.

Polly Hudson, curator of The Building of Bath museum, which opened earlier this month, says: "Our aim is to appeal to residents and visitors alike, students, architects, re-

storers — anyone at all interested in Bath and its magnificent buildings. It's intended to make building and architecture fun."

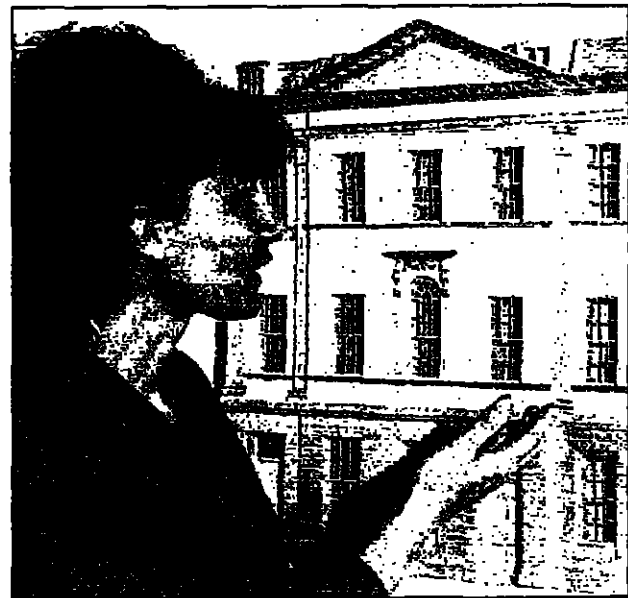
The project, funded by the Bath Preservation Trust, celebrates the achievements of some of the more famous architects to have worked in Bath. A section is devoted to John Wood, the man said to have transformed the city and the designer of the first circular street in England. The Circus was possibly inspired by the Colosseum in Rome and by Stonehenge and was built in three separate stages between 1754 and 1767.

On a smaller scale, but no less important, original tools used by five generations of one Bath family have been donated to the museum by Arthur Canning. Life-size models of craftsmen carving the golden Bath limestone show how the tools were used.

Christopher Woodward, principal researcher for the museum, says: "The thing about Bath is that it wasn't designed on a drawing board. It was built by very practical, money-minded people who taught themselves from books and experience on the job, often craftsmen, often businessmen."

In the centre of the chapel there are ten large wooden models of house facades in the different styles found in Bath. Together with a 20 ft-square model of the city itself, they form the centrepiece of the museum exhibits.

"No trip to Bath is complete without a visit to this museum," Mr Woodward says. "If visitors want to know how the Georgian houses were designed and built down to the railings and staircases this is the only place they can find out."



In scale: Polly Hudson with one of the museum's exhibits

Whitehall's plans for changes in local government offer the city council the chance to control its own affairs

Swansong of Avon?

CIVIC self-confidence has never been in short supply in Bath. Thanks to the reorganisation of local government due to start next month that confidence is about to find new expression.

Ever since the Romans created the civic institutions of *Aquae Sulis*, Bath has had a strong desire to run its own affairs. At the dissolution of the monasteries in the reign of Henry VIII, the city corporation bought the lion's share of the monastic lands of Bath Abbey.

The rediscovery of the curative powers of the hot springs by the Georgians and the building of the new city of Bath by John Wood and

others only served to heighten Bath's sense of self-worth.

Today, the government's decision to include Avon among the first counties to be examined in the biggest overhaul of local government for two decades has given Bath the chance to regain its independence.

The review is being conducted by a commission chaired by Sir John Banham, the former director general of the Confederation of British Industry, and has five years to examine the structure of local govern-

ment outside London and the metropolitan areas.

Its brief is to find ways of replacing the existing two-tier structure of county and district councils with a single tier of unitary local authorities responsible for all local services.

Bath has waited almost 20 years for this opportunity to restore municipal self-respect and Brian Hamlen, the leader of the city council, is looking forward to his first meeting with Sir John and his team.

"There is all-party agreement that Bath should run its

own affairs again," he says. "It would not be fair to say that Avon has done nothing for the city but Bathonians want their city back in their own hands."

Until 1974 Bath, like neighbouring Bristol, was a county borough. The city council ran schools and libraries and was responsible for highways and social services.

The overhaul of local government in April of that year took those responsibilities away from Bath and gave them to the newly created Avon County Council.

To say that Avon has failed to win the loyalty and affection of local people would, in the eyes of many in Bath, be an understatement.

Unfortunately, redrawing the local municipal map will not be that simple, as a joint report from the universities of Bristol and Birmingham, commissioned by Avon, found earlier this year.

It concluded, somewhat to the county council's chagrin, that the best options for the future were either the creation of three new unitary authori-

ties, the status quo but with more powers for the districts or some kind of regional government for the South West with a lower tier of local councils.

This last option has been effectively ruled out by the government's decision to exclude regional government from the brief given to Sir John's commission.

With so little apparent local support for Avon, the option of keeping the status quo also seems unlikely to find favour. There is growing evidence that the first option, creating three new authorities, would best suit local needs.

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Passages of time

Tourists need to stay longer than one night, John Young discovers

As one of Britain's biggest tourist attractions, Bath is in the big league of cities such as York, Oxford and Stratford-upon-Avon. The Roman baths alone attract more than a million visitors a year for the local economy — which comes to nearly £1,500 for each of the city's inhabitants — and is estimated to employ more than 3,000 people.

According to Denis Easterby, the director of tourism, about half the visitors are British and about a quarter each from North America and northern Europe, although there are growing numbers from Japan, Australia and New Zealand. But the American market is notoriously volatile, reacting immediately to any international crisis or perceived threat to travellers' safety.

At the beginning of last summer, for example, in the aftermath of the Gulf war, the number of visitors was 30 per cent down on the same period in 1990. But by the end of the season it had largely recovered, and this year shows an encouraging 8 per cent increase.

But, as with many other cities on the tourist route, most visitors are day trippers or stay no more than one night. That is perhaps understandable in the case of the British but, it is argued, if more foreign visitors could be persuaded that Bath is not a place that can be "done" in half a day and that they should adopt a more leisurely approach, local hotels, restaurants and shops

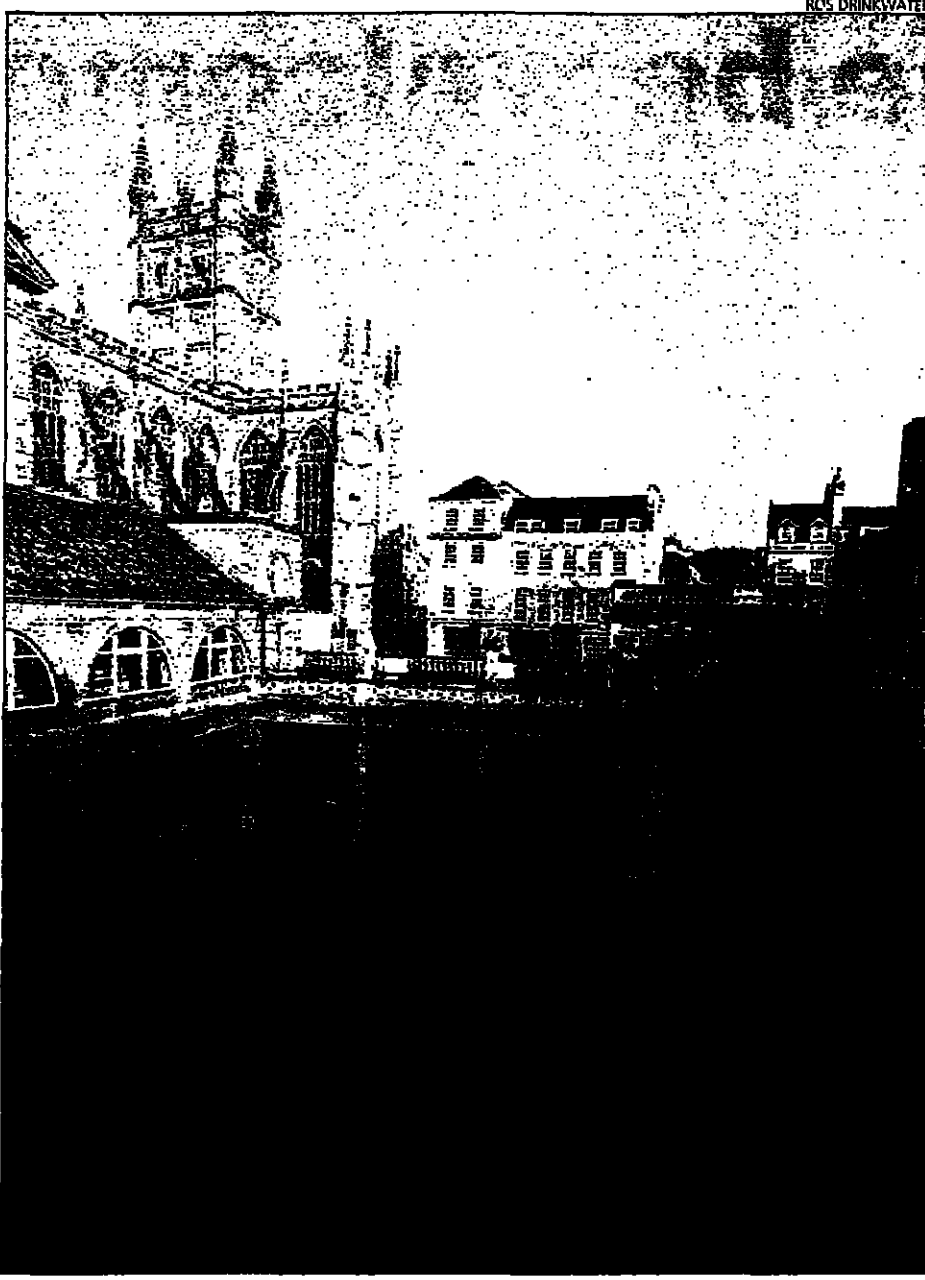
would benefit accordingly.

At present, of about two million visitors a year, three quarters come for a day or less and are estimated to spend about £30 million. In contrast the remaining quarter, who stay longer, spend three times as much, although as a result of the recession there is a decided trend among visitors to seek cheaper places to stay.

A detailed study prepared for the city's marketing department indicates a considerable surplus of accommodation in the city and suggests that hotels, guest houses, bed and breakfast and self-catering apartments could all achieve a substantially higher occupancy rate through an aggressive campaign to attract more long-stay visitors. A new marketing strategy has been devised by Roger Simmons Design Consultancy, which emphasises Bath's unique character and its heritage, culture and architectural splendour.

A separate survey among British visitors indicates clearly that Bath's greatest appeal is to the middle-aged. About half the total are aged between 35 and 54, most of them couples; it is not generally seen as a place for families or young children.

The most popular attractions are the Roman baths, visited by 50 per cent of all tourists, the Pump Room (45 per cent), Bath Abbey (40 per cent) and the museum at 1 Royal Crescent (26 per cent). Almost all those questioned said they wanted to make a return visit, and over a quarter wanted to see more next time. Although there might seem



Architectural splendour: the Roman baths and the abbey are both in need of money

more than enough already for visitors to see and do, the authorities are anxious to restore Bath's position as a spa. The Roman baths were closed to swimmers in 1978 after the discovery of an amoeba in the water supply from the hot springs which was considered a possible danger to human

health. Scientists now believe that this problem can be overcome, but it will require considerable investment.

Restoration of the magnificent abbey, blackened and corroded by pollution, is on target for completion to mark its 500th anniversary in 1999. An appeal under the patron-

age of the Prince of Wales aims to raise a total of £2,500,000. The local congregation has set out to raise £1 million of that through its own efforts, which goes to show that, even in this supposedly post-Christian age, Bathonians are deeply conscious of their inheritance.

Farewell to arms

Decline in the defence industry will have a damaging impact on employment

The biggest shadow hanging over the economic future of Bath is the still unresolved reorganisation of the defence ministry's multifarious operations. The impact of the collapse of communism in the Soviet Union and eastern Europe, and the consequent perception that the West can at long last dare to lower its defences, will be felt in many parts of Britain, but nowhere more so than in the triangle formed by Salisbury Plain, the Dorset coast and the Bristol Channel.

Bath, of all places, might be seen as an unlikely fortress. But the defence ministry, mainly in the form of what used to be known as the Admiralty, has for the past 50 years been by far the city's largest employer. At present it provides about 4,500 jobs, which statistically account for about one tenth of the city's workforce, including those commuting from surrounding areas.

The government's recent decision to centralise defence procurement on a new greenfield site north of Bristol, means that Bath can expect to lose at least 1,000 defence jobs. There are hopes that they will be partly replaced by the relocation of staff from Royal Navy support, but that is by no means certain.

As if to counter the view that

Bath is exclusively a middle-class, white-collar city, its leaders like to emphasise its industrial history. But the mines and quarries have long closed, and the manufacturing sector is small and becoming smaller, accounting for only about a tenth of local employment.

The once well-known crane makers, Stothert & Pitt, closed some years ago, and the principal remaining manufacturing companies are Rotork, which produces valves, and Herman Miller, the furniture manufacturer. Most of the recent growth has been in service industries.

More than three quarters of all jobs in the city are in the service sector, which is dominated by defence, financial services, tourism, retailing, public and health administration and education. The three main educational institutions — the university, the technical college and the college of

further education — together employ some 3,500 people.

In the boom years the expanding service industries were able to absorb many of those who became redundant in the declining manufacturing sector. However, recently they have been forced to shed labour themselves, with a resulting worrying increase in unemployment.

One of the biggest success stories of recent years has been that of the privately owned Bath Press group, which began life as the Pitman Press. In 1845 Isaac (later Sir Isaac) Pitman, who lived in The Circus, established a book producing plant in two rooms in Nelson Place, employing a staff of 18.

Today the group boasts six subsidiaries, under the chairmanship of Tony Fisher, and is engaged in printing, binding, typesetting, process engraving and lithography.

Other successful and expanding firms include Future Publishing, which produces no fewer than 14 computer magazines; IPL, a computer software company, which began 12 years ago with a staff of three and now employs 250 people; Praxis, another software engineering firm; and Andrew Brownsword, one of Britain's largest greetings card companies.

JOHN YOUNG

Georgian elegance draws the money

THE COMMERCIAL property market in Bath has recently demonstrated its special character, for in the midst of economic difficulty the city has seen a record rent achieved, Christopher Warman writes.

A rent of £22 a sq ft was agreed for offices at 2 Queen Square in the prime commercial area of Bath, not only a record for the city but putting it £4 ahead of Bristol. The address is admittedly an outstanding one, a Grade I listed office building built in the 1730s and now converted to provide a "21st century office environment" behind the grand facade.

According to John Mulholland of the agent JP Sturge, the best office property is not too price sensitive. It provides what the potential tenant wants, he is prepared to pay.

Because of the extreme sensitivity of the city planners to development in the heart of the city after the destruction caused in the 1960s and 1970s, and the restrictions they have imposed, the stock of good space is limited.

A total of about 100,000 sq ft of office space is let in Bath each year, and J.P. Sturge alone has already



In style: Seven Dials is built in characteristic Bath stone

let about 45,000 sq ft. That includes 21,000 sq ft at Royalmead, which has been let to the Inland Revenue at an annual rental of £393,000.

The newest, largest mixed office and retail development in the centre of Bath is Seven Dials, next to the Theatre Royal, and is a development by Chartwell Heritage, which

was also responsible for 2 Queen Square.

Seven Dials is constructed in Bath stone and is very much a Georgian look-alike. Stephen Green, the managing director, says that people came to Bath for specialist shopping and for the open air ambience aided by the fine Georgian architecture.

Learning the higher education ropes

IN THE higher education stakes Bath is making up for lost time. Although a natural university city, there was nowhere to take a degree until 26 years ago, John O'Leary writes.

Teacher training, home economics and art and design, in what is now the Bath College of Higher Education, gave the city its first taste of advanced courses. But it was not until

1966 that the university arrived, uprooted from its previous existence as a college of advanced technology in Bristol.

The move was the result of the enterprise of the city council, which came up with the university's spacious campus just as Bristol was demanding its premises back.

Bristol's loss has been Bath's gain, for the university has gained steadily in prestige. The A-level grades of its entrants are the fifth highest in Britain, and last year its graduates had the lowest unemployment rate of all the universities.

A new vice-chancellor arrives from the United States this summer — Dr David VandeLinde, dean of engineering at Johns Hopkins



Cutting edge: research is a university priority

University in Baltimore. A number of other senior appointments are already in post and a rapid expansion is under way in the number of students, so the university stands on the verge of a new phase of development. For

much of the last year, it seemed that this would include a merger with the college of higher education, but negotiations foundered at the last moment.

The university's emphasis on research, exemplified in the appointment of 19 new professors in three years, eventually proved incompatible with the college's priorities in teaching. As a result, the college will pursue its own expansion plans and hopes to award its own degrees.

The college is waiting to hear whether it will be allowed to award its own degrees when the Council for National Academic Awards, its present validator, is wound up. As student numbers rise from 2,000 to 3,000, the college aims to concentrate its activ-

ities on its Newton Park campus, four miles west of Bath, running down its two city sites.

Newton Park, owned by the Duchy of Cornwall, boasts a Georgian mansion, an Elizabethan dairy and the tower of a medieval manor house. The picturesque campus is home to the teacher education students, who represent the largest block of the college's work, as well as to the growing numbers of combined studies undergraduates.

The college's heritage in home economics and creative arts lives on in separate degree courses, while environmental science and food management have also been added. Future developments may include degrees in ceramics and graphic design, as well as a range of masters courses.

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Will Wellcome be welcomed?

Rightly or wrongly, today's share flotation will depend on the public perception of an anti-Aids drug. Nigel Hawkes reports

Medical research workers are not usually avid readers of the financial pages, but they will certainly be poring over them tomorrow. The offer for sale of shares in Wellcome PLC by the Wellcome Trust could provide the biggest shot in the arm for medical research in Britain for a long time.

The share offer, the precise scale of which is due to be announced by the trust today, is designed to raise capital which could turn the trust, already the biggest private supporter of research in Britain, into a bigger spender than the Medical Research Council.

Getting the share offer away in a nervous stock market could prove a tricky business. For the past few months, both the trust and the drug company — confusingly called the Wellcome Foundation — have been saturating the media with stories designed to present both branches of Wellcome in the best possible light. Earlier this week, the Wellcome Foundation announced a three-year, £1 million programme of support for Aids charities, the cherry on the top of a concerted public relations campaign.

The stakes are high, because the trust is hoping to cash in on a high share price to raise capital which it can then invest elsewhere to produce a higher income. If it succeeds, medical research in Britain could be anything up to £150 million a year better off. Everything depends on how large the offering is, and at what price the markets are willing to swallow it — and that in turn depends on judgments made of Wellcome's drugs and their future prospects.

Since 1986, when the trust sold a quarter of the company at £1.20 a share, the price has soared, largely on the strength of Wellcome's anti-Aids drug, AZT. By February this year the shares were approaching

£12 and the trust decided to sell another tranche, perhaps as much as 50 per cent of the company. Since then the price has fallen to slightly more than £9 in a volatile market, and the advisers are nervous. Could it all go horribly wrong?

Wellcome's strength is in antiviral drugs, in which it claims some 80 per cent of the market. Its biggest seller is Zovirax (acyclovir), with sales last year of £471 million. Second comes Retrovir, better known as AZT, launched in 1987 and with sales now worth £177 million a year. Initiating as it is to Wellcome spokesmen, who like to emphasise the broad spread of the company's products, much of the

emphasis was this improvement that the trial was terminated early, as it was considered no longer justifiable to deny the control group access to such a promising drug.

Follow-up trials have not shown the same results. An Anglo-French trial called Concorde, which was supposed to end when a clear-cut survival advantage had been achieved, has yet to show any such outcome. Last year a study in the US by the Department of Veterans Affairs failed to indicate that AZT prolonged life, although it did delay the appearance of symptoms.

Richard Peto, of Oxford University, an expert in the analysis of clinical trials, has said that researchers are now coming to "a more pessimistic, a more realistic view of what AZT might achieve".

There is also some evidence that the patients themselves are deserting the drug. A recent study carried out in three American cities by researchers from the US National Centre for Disease Control in Atlanta showed that homosexual and bisexual men prescribed AZT proved unwilling to keep taking the drug because of its toxicity and unpleasant side-effects.

This study has yet to be published but a copy has been obtained from the US by Meditel Productions, the independent TV company which has made programmes critical of AZT. A team led by Dr Scott Holmberg of CDC looked at the use of AZT by 1,195 men in Chicago, San Francisco and Denver. The conclusion was that although most of the men had been prescribed AZT, many stopped taking it within six months. As a result, Dr Holmberg says, the use of the drug cannot account for the slowing of the rate of advance of the disease in these American cities.

Though he does not say so, it also calls into question some of the more euphoric estimates of the future market for AZT. That depends



In the balance: automated check weighing of AZT capsules at the Wellcome factory

critically on a number of questions yet unanswered.

One is how early an HIV-infected individual should be given AZT. Wellcome, naturally, would like it to be as soon as possible but others disagree. The independent *Drug and Therapeutics Bulletin* reported last year that the drug should be given to any patient who had developed symptoms, but that its use in HIV-positive people without symptoms but with re-

duced levels of CD4 cells — the immune system cells damaged by HIV — remained controversial. It added that lower doses seem to be as effective as larger ones, while reducing toxicity problems.

Neither of these recommendations helped Wellcome's cause. Lower dosages have already flattened the drug's sales curve, though there are signs that it is picking up again. The fact that many consultants do not believe in giving the

drug to asymptomatic patients reduces the potential market.

These doubts will cast something of a shadow over the share issue, in spite of Wellcome's insistence that it is much more than a one-drug company. In the end, medical researchers must hope that the stock market maintains faith in the company's ability to continue producing blistering profit growth, and subscribers for the shares — but it could be a close-run thing.

Cornish by computer

Golsong ty cower
byz na borz muz
dyskyn ha powes
ha ymo dus nes

"Listen, you friend, do not be ashamed, step down from your horse and come closer to me": part of a new version of the oldest known text in Middle Cornish, a 36-line poem discovered written on the back of a medieval manuscript in the British Museum at the end of the 19th century.

Dutch researchers have compiled a grammar of Middle Cornish, a language that has been extinct since the end of the 18th century. Nigel Hawkes writes. Loran Toorians, of the university of Leiden, has analysed some 15,000 lines of poetry dating from the period between 1375 and 1500, using a computer to label all the words and their functions. The result is the most comprehensive grammar of the dead language ever compiled, enabling comparisons to be made between it and its close neighbours, Breton and Welsh.

According to Ken George, an oceanographer at Polytechnic South West and a pioneer in the recent revival of Cornish, scholars from all over the world are now studying the languages phonology (how it sounded), grammar and semantics. There are, he reckons, about 100 people who now speak enough Cornish to conduct a coherent conversation in the language.

Mr Toorians, an historian and linguist, says that his comprehensive grammar replaces one written in Welsh in 1923. It shows that the closest link to Cornish is Breton, and suggests that communication between speakers of the two languages would have been possible.

Shark bile to spray away spots

Recent tests offer hope to acne sufferers

A bitter green juice from sharks could be a powerful new treatment for acne. Doctors in Britain have been testing claims from Japan that an extract of shark bile, taken from the animal's gall bladder, is effective against spots. The tests have been carried out by David Fenton, a dermatologist at St Thomas's hospital, London.

Fifteen of his patients used the bile, applying it with a spray to their faces twice a day. In less than two months the acne of 14 of the patients had improved markedly or completely disappeared.

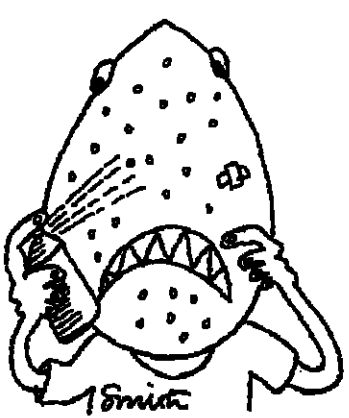
When the patients stopped using the spray their acne returned in two months, Dr Fenton told delegates at a dermatology conference in Perth, Australia, recently.

An estimated 60 per cent of girls aged 14 to 18 and boys aged 16 to 19 year-old have the disorder, which can afflict not only the face but the back and chest. Some people continue to suffer into adulthood and other victims, free from acne in their teens, can develop it later.

Acne has been linked to tranquility and is believed by some experts to be an important factor in a significant number of suicides.

Treatments range from lotions, creams, sun lamp therapy, and antibiotics to painful injections to tackle huge cysts on the skin.

The shark bile treatment has been developed by McFarlane Laboratories of Melbourne, Australia, which has refined the bile for human use under the trade name Ketsugo. How it works is not

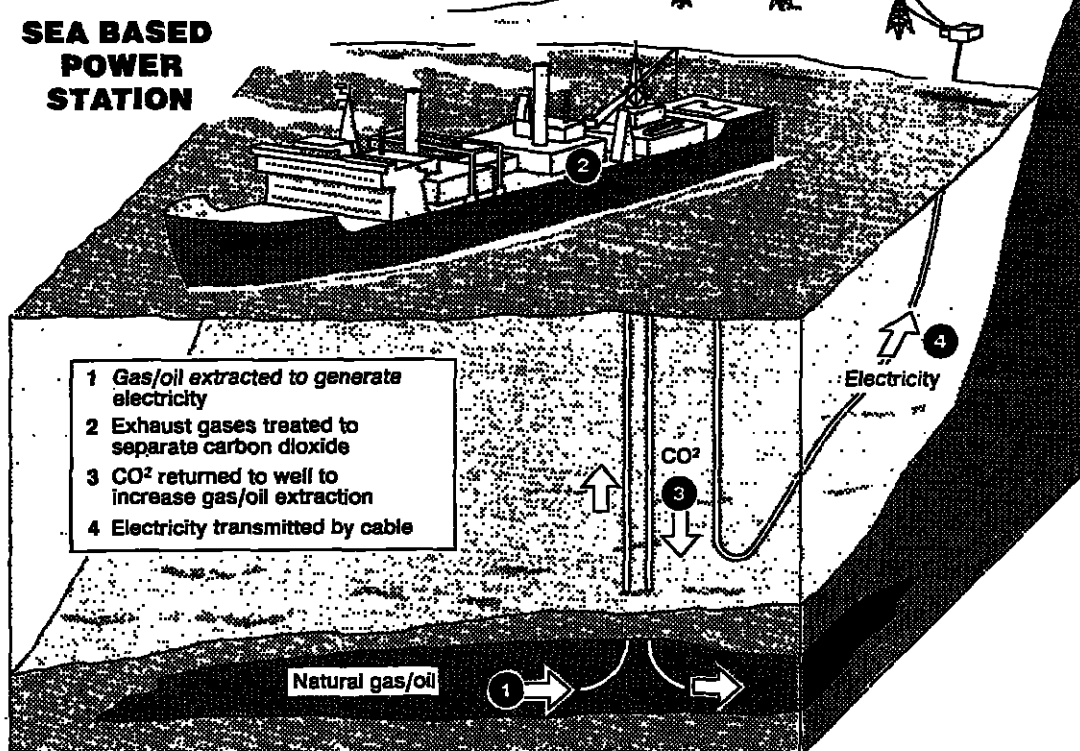


known although Dr Fenton believes it reduces grease production of the skin.

Jim Broadbent, managing director of McFarlane Laboratories, says: "The general feeling is that it acts on the sebaceous glands that produce oil and slows them down to normal and this reduces the biggest contributor to acne."

The company, which has developed a way of commercially producing the bile extract, plans to license the treatment world-wide.

NICK NUTTALL



UPDATE

Collision course

THE NEW particle accelerator sought by American physicists has suffered a rebuff in Congress. The House of Representatives has refused funding for the superconducting super-collider, arguing that America cannot afford the \$9 billion project. Attempts to defray the cost by encouraging Japan to join in have been unsuccessful, allowing the project's opponents to win a key vote and cut the whole of this year's appropriation of \$483 million. The battle now goes to the Senate.

Sandfly bite

TRIALS of a new treatment for leishmaniasis are to begin under the auspices of the World Health Organisation (WHO). The disease, which threatens about 350 million people in the world, is transmitted by a protozoa passed on in the bite of the sandfly. Clinical trials of a treatment called Ambisome, produced by Vistar Inc, an American drug company, will be carried out by WHO in Sudan, Kenya and Brazil. The treatment involves an established anti-fungal agent, amphotericin B, in a new formulation.

Space set-back

JAPAN'S space ambitions have had a set-back after the failure of an engine in a test run. The National Space Development Agency was testing a new turbo pump designed to inject fuel into the combustion chamber of the H-2 rocket engine when a leak occurred and the engine caught fire. If the maiden launch of the H-2 is to go ahead in February 1993 as scheduled, two successful firing trials must be completed by the end of August.

Gene therapy

THE first attempt to treat Aids by gene therapy has been given

approval by the US Food and Drug Administration's vaccine advisory committee. The biotechnology company Viagene Inc proposes to remove immature skin cells called fibroblasts from HIV-infected patients and place them in a laboratory dish. A virus will then be used to carry a gene coding for an HIV "envelope" protein into the cells and they will be injected back into a patient's body. It is hoped the procedure will trigger an immune response that will wipe out HIV-infected cells while leaving non-infected cells unharmed.

Fat feet

PEOPLE who are overweight are more likely to have flat feet, according to a paper in *Foot & Ankle*, the journal of the American Orthopaedic Foot Society. This conclusion comes from a study of the factors that lead to fallen arches. Other less predictable factors are high blood pressure and diabetes, according to Professor Roger Mann of the University of California, who carried out the study.

Glass of the past

SCIENTISTS at Imperial College, London, have established the mechanism by which old glass deteriorates. Philip Rogers and colleagues have shown that it is the replacement of sodium ions in the outer layers of the glass with smaller hydrogen ions which cause the characteristic signs of "crazing" — clouding of the surface — in old glass objects. The problem is serious; of 6,500 glass objects in the Victoria & Albert Museum, some 400 have suffered this type of surface deterioration.

El Niño strikes

THE WARM ocean current known as El Niño, which began in January, has disrupted the food supply of sea lions, seals and other mammals along the west coast of America this year, and more than 600 have been found on beaches, many dead or starving.

Green marine power

Norwegian engineers plan to pump greenhouse gases straight back under the ocean

Norwegian engineers are working on a design for a sea-based power station that would make better use of oil and gas reserves while minimising the amounts of carbon dioxide reaching the atmosphere.

The floating power stations would be based immediately over the oil or gas wells, generating electricity which would be transmitted to the shore by cables. Exhaust gases from the burning of oil or gas would be treated to separate out greenhouse gases such as carbon dioxide, which would then be compressed and pumped back down the reservoir as injection gas.

"Carbon dioxide is the best injection gas for oil wells," says Eric Lindeberg, a senior researcher at the Continental Shelf and Petroleum Technology Research Institute (IKU) in Trondheim, Norway. "Right now we are studying the value of carbon dioxide in increasing the amount extractable from the oil reservoir and looking at how

to put the technique into operation."

If the green power station proposed by Mr Lindeberg and his colleagues is adopted, it will not only be possible to get rid of the harmful carbon dioxide emissions, but also to increase the oil or gas extracted from the reservoir. Typically, as things stand today, only 20 to 40 per cent of reservoir oil is extracted. With carbon dioxide injection this figure could grow to 30 to 60 per cent.

The scientists at the IKU also calculate that the output of the power stations could compete with

both new hydropower and large-scale windpower production. There could be capacity for two large floating gas power stations, each of 1,000 megawatts, at oil and gas wells from which the electric power is transmitted by cable to land.

Two power stations of this size would increase Norwegian energy production by 16 per cent and would also open up opportunities for exporting clean and environmentally-friendly energy to other countries. The electricity from the two power stations would be sufficient, for instance, to close down two thirds of the coal-based power stations in Denmark.

The response from the oil companies to the findings, though cautious at first, has nevertheless been steadily increasing and IKU are co-operating with the major oil corporations Statoil, Norsk Hydro, and Saga on long-term project planning.

JOHN GILMORE

Keeping healthy in the hive

How do social insects like bees and ants successfully resist infections? The answer may have implications for mankind

One of the greatest problems faced by farmers who raise stock under intensive conditions is disease. Any infection that gets a hold can move through a chicken shed or a fish-pond at great speed, leaving the farmer considerably poorer.

Yet social insects like ants and bees seem to survive well enough in similarly close proximity. Of course, they do suffer from parasites and diseases, such as the recent invasion of bee hives in southwest England by the mite *Nosema jacobsoni*, and these can be destructive.

But to survive at all, cheek by jowl with millions of closely related creatures in the intimacy of the hive or the ant-hill, social insects must possess some means of fighting off infections. A recent review in the journal *Biotechnology* by Dr Bernard Dixon has taken a close look at the evidence.

For years, health food enthusiasts have insisted that honey is good for you, and the latest scientific work from New Zealand suggests they may be right. Peter Molan, of the

University of Waikato, Hamilton has carried out experiments showing that samples of honey are effective against *Staphylococcus aureus* and other infectious bacteria. Does this explain how Barbara Carland has managed to defy the years so successfully?

Dr Molan is sufficiently encouraged to have started a clinical trial in which the effectiveness of honey is being tested against the bacterium *Helicobacter pylori* in the human stomach. This bacterium is known to be strongly linked with ulcers, so a positive result would be a considerable boost to the honey lobby. So far, though, Dr Molan has not established what the antimicrobial substances in honey are, or whether they originated from the bees as a form of defence against infection.

Another Antipodean scientist, Jane Trimble, of Macquarie University, New South Wales, has turned her attention to the ant, and reports her conclusions in the current issue of the *Journal of Applied Bacteriology*. Dr Trimble and her colleagues have been looking at the mechanisms that control disease in colonies of the Australian bull ant, *Myrmecodia gulosa*. What they have found could one day be important to human health.

The researchers collected ants from nests in Kuringal Chase National Park and the Jervis Bay area of New South Wales. If the creatures produced anti-microbial chemicals, they reasoned that the likeliest source would be the metapleural gland, which opens on to the thorax and produces a

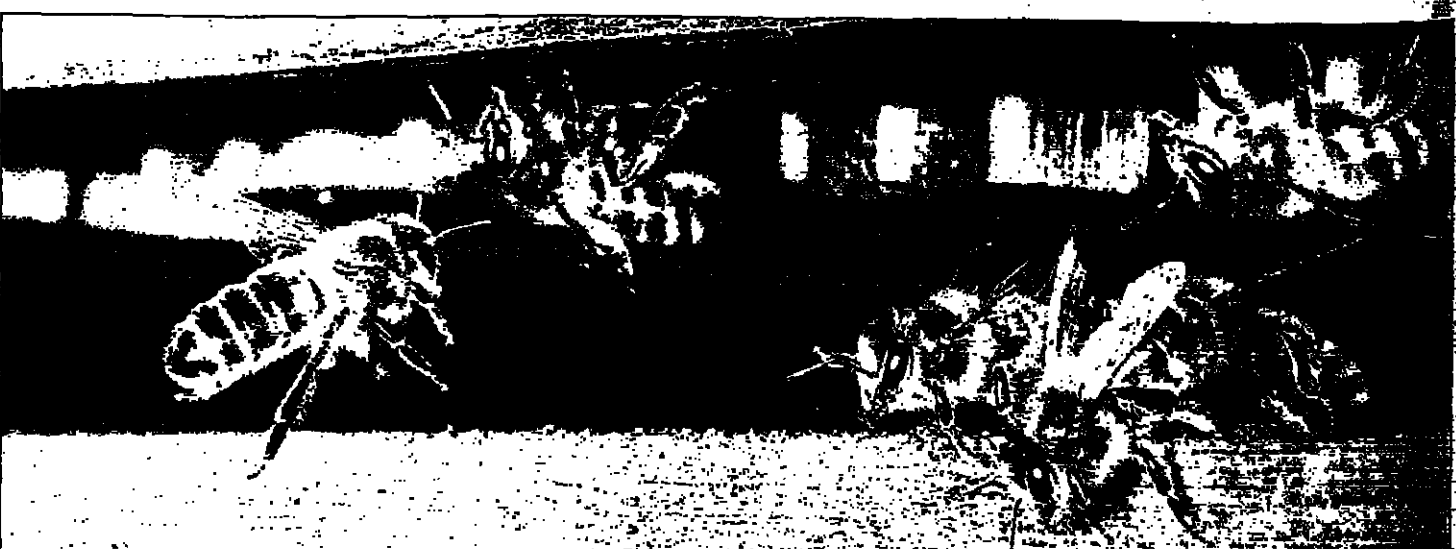
secretion which is spread around the insect's body as it grooms itself.

To collect worthwhile amounts of the secretion the Macquarie researchers isolated ants from individual nests, fed them a defined diet and kept them still so that the secretion accumulated and could be collected with a pipette.

The fluid that was gathered in this way was then tested against two yeasts and nine assorted bacteria, the kind of things that might be expected to infect ants' nests. With only one exception, they proved susceptible to the ants' secretions.

So what were the active ingredients? That remains unknown, though experiments have shown that they could not be proteins. The Macquarie team also showed that the agent, whatever it is, does not work by inhibiting the growth of bacterial cells, since it is equally effective against resting cells. Rather, it seems that the substances are absorbed by the cells, and then cause them to die.

NIGEL HAWKES



Bees at work: their honey has been found to be effective against various infectious bacteria

هكزان لذهيل

Cornish by computer

Listen, you friend, do not be alarmed. Step down from your horse and come closer to the oldest known language in the world. Cornish is a Celtic language, discovered in the 18th century, and is the last of a medieval language to survive in the British Isles.

At the end of the 18th century, Cornish researchers had compiled a grammar of the language. Since then, the language has been extinct. However, in the 19th century, a Cornishman, John Squire, discovered a manuscript of the language. He was the first to bring the language back to life. He was the first to bring the language back to life. He was the first to bring the language back to life.

According to Ken Gough, a Cornishman, the language is now spoken by about 100 people. He is now speaking enough Cornish to conduct a conversation in the language. Mr. Gough is an historian and linguist. He is a Cornishman. He is a Cornishman. He is a Cornishman.

ie power

It is the power of the Cornish language. It is the power of the Cornish language. It is the power of the Cornish language. It is the power of the Cornish language. It is the power of the Cornish language.

the hive

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Microsoft is the world's most influential software organisation. With products that span the Applications, Systems and Networking software arenas, it is universally recognised as shaping the PC environment through its innovative Product Development with such products as Windows.

Together Microsoft's Corporate Account Division, System Integrators and Pre-Sales Specialists will enable our clients to adopt a clear strategy of technology platforms to enhance their business performance for the future.

Please contact Paul Fairbank or Mark Shields between 11.00am and 5.00pm today or between 8.30am and 6.30pm Monday to Friday on 071 240 7516 or send your CV ref PF235 to Corporate Executive Search, 27a Floral Street, Covent Garden, London WC2E 9DQ

All agencies are invited to liaise with Corporate regarding suitable candidates.

System Integrators

The division will build strategic partnerships with the Industries' key Integrators. The resulting partnerships will pave the way for corporates to implement a Microsoft platform in the knowledge that our shared expertise in technology and integration, will provide them with a leading edge solution.

We require Business Account Managers who possess a vision of computing technology's true capabilities, and who are able to secure opportunities with our partners to bring integrated solutions to the market place.

Profile

- Preferred age 27 - 38
- Degree educated or equivalent
- Minimum three years building key relationships with system integrators
- Recognised as an over-achiever in your present organisation

Corporate Accounts

The Corporate Accounts division incorporates Strategic and Large Account Managers, divided into Financial and Commercial sectors. The outstanding success of the division in addressing customer requirements is demonstrated by its continuing growth.

The Account Manager has the responsibility of building Strategic Partnerships with key corporations in each market sector, to enable them to understand and adopt the benefits of Microsoft's platform.

Profile

- Preferred age 27 - 35
- Degree educated or equivalent
- Minimum three years Corporate sales experience
- Consistently over-achieving
- Identified within your present organisation as being on the fast track

Pre-Sales Specialists

The technical team works in conjunction with the sales force to promote Microsoft's products and services in the corporate environment. The expertise and commercial awareness of the technical specialists is key to the continuing growth of the division and more importantly, in providing customer satisfaction.

The division is focused on four areas - networking, operating systems, databases and applications. Opportunities exist for technical specialists in all the above areas.

Profile

- Preferred age 24 - 34
- Degree educated or equivalent
- Corporate presentation skills
- Interpersonal skills
- Recognised as an expert in your technical discipline

Microsoft®

£70,000 package
+ benefits

Financial Services

Surrey

Director-Information Systems

UK Board appointment in £130m turnover group with a strong commitment to leading edge IT development to maintain market leadership and competitive advantage. Profitable and expanding international business with innovative, performance-led culture, employing top calibre consultants and advisors serving a substantial and varied client base. Requires a talented manager to drive through the development of the next generation of systems.

THE ROLE

- Proactive input to business strategy as Board member. Responsible for comprehensive IT review and delivery of systems to support business objectives. Input to IT development of overseas companies.
- Directing a £5 million budget and 70 professional staff. Prioritising requirements and introducing state of the art project management techniques. Managing third party service providers.
- Forging close links with professional users and other departments to ensure systems address their needs effectively and in a timely manner.

THE QUALIFICATIONS

- Graduate, mid 30s/40s with broad IS background gained in progressive service environment. First class record of managing a portfolio of large scale systems developments and serving a demanding and highly motivated user base.
- Outstanding manager with strategic vision and commercial acumen, equipped with hands-on management skills to ensure project delivery. Ideally familiar with open systems, C and Unix environment serving decentralised regional offices.
- Inspirational leader, powerful communicator and negotiator, capable of winning support from staff and users alike. Proven and mature with the determination and initiative to deliver results.

London 071-973 8484
Manchester 061-437 0375

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref S211002L,
16 Connaught Place,
London, W2 2ED

Group Finance Director International Plc

£100,000 Base & Superb Incentive Package. London & Travel

Exceptional rewards and challenges for a tough, dedicated and ambitious young finance professional.

THE COMPANY

- Exciting and successful international company. Developing a global brand from significant market share.
- Worldwide turnover c.£100m. and growing. Strong presence in key international markets.
- Recently strengthened board with aggressive expansion strategy.

THE POSITION

- Main board with full responsibility for all financial management issues.
- Key tasks are to develop international reporting systems, taxation structures and treasury efficiency.

Close involvement in strategic development.

QUALIFICATIONS

- Resilient and commercial ACA with detailed knowledge of international taxation. Ideally aged mid 30s.
- Broadly based senior management experience in an international branded goods business.
- Strategic thinker with exceptional drive, tenacity, technical ability and communication skills.

Please reply in writing, enclosing full cv.
Reference L2111
54 Jermyn Street, London, SW1Y 6LX

NBS

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EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

US Investment Bank

Graduate/MBA Recruitment Management

Outstanding Package

City

Talented individual required to co-ordinate European Graduate and MBA recruitment programme and to provide Human Resource generalist support.

THE COMPANY

- ◆ One of an elite group of US investment banks.
- ◆ Reputation for excellence of its people, its advisory and transaction work.
- ◆ Totally committed to the highest quality recruitment strategies and practice.

THE POSITION

- ◆ Take total responsibility for the management of an ambitious graduate/MBA programme in UK and Europe.
- ◆ High profile role internally and externally. Achieve recruitment targets in highly competitive marketplace.

- ◆ As vital member of Human Resources team, also work on a range of issues for discrete business areas.

QUALIFICATIONS

- ◆ High calibre graduate. Must have run prestigious graduate recruitment programme, preferably for City institution. Generalist Human Resources background, possibly IPM qualified.
- ◆ Outstanding communicator. Confident and charismatic presentational skills.
- ◆ Organisational ability is key. Must be able to work to absolute deadlines and withstand considerable pressure in demanding environment.

Please write, enclosing full cv, Ref L2514
54 Jermyn Street, London, SW1Y 6LX



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Senior Account Managers

Open Systems

£70,000 + car

With a U.K. turnover of £200m, our client is the subsidiary of one of the world's leading suppliers of IT services and products. They have a substantial customer base and are enjoying significant new business success in both the public and private sectors.

A major factor in their continuing growth has been the creation of a small, highly focussed business unit dedicated to winning large scale open systems contracts from top European organisations. Based to the west of London, this group now requires 5 additional Senior Account Managers with the ability to secure new business in such key sectors as Energy, Financial Services, Retail and Utilities.

Candidates must be aged over 30 with a track record of selling high-value IT services (and possibly products) to major organisations. They must be mature, confident

and self-reliant with the ability to manage lengthy and complex sales campaigns where the "product" is largely intangible but its implications for an organisation are usually far-reaching. Successful applicants will be able to demonstrate credibility at the highest levels of major corporations and be comfortable with a consultative approach to selling. Previous sales management experience may be an advantage.

Our client offers a benefits package which includes a high basic salary, target earnings of £70,000 with no upper limit, choice of 2 litre car and private medical insurance.

Candidates are invited to submit a cv, in confidence to David Abbott at the address below, fax it to him on 0628 486221 or telephone 0628 481888 if they require further information.

David Abbott and Partners
65 High Street, Marlow,
Bucks SL7 1AB. Tel: 0628 481888

Consultants in Executive
Recruitment and HR Management.

David Abbott
and Partners



The Central Science Laboratory (CSL) is an Executive Agency of the Ministry of Agriculture, Fisheries & Food, providing R&D and scientific support services to MAFF, Government Departments and a growing Private Sector.

This appointment, due to retirement, takes place at a time of important strategic & operational change and the incumbent will be responsible for progressing significant new systems & technological developments whilst maintaining the performance of existing IS services. In particular, the progressive replacement of a central minicomputer with open systems, UNIX & PC based Local Area Network solutions brings both technical and managerial challenge in the proposal, development, introduction and CSL staff training of up to date, robust and effective IT systems.

Well qualified candidates with a flair for staff management should possess wide experience of planning, specifying, procuring and managing modern, cost-effective IT systems; including open systems, LANs, communications, PCs, formal Project Management (eg PRINCE) and major Database (eg Oracle) products. Experience of working within technical or scientific business environment would be advantageous. The salary range for this appointment is £24,379 to £29,379, plus £725 Outer London Weighting, and the CSL is an equal opportunity employer.

For further information, please contact Peter Claydon, quoting ref M1242, at SRL Executive, Cavendish House, Uxbridge Road, Ealing, London W5 5SA. Tel 081-566 1186 / Fax 081-566 1393.

SRL EXECUTIVE

Personnel Consultancy, Search & Selection

Manager Information Systems



RETAIL OPERATIONS DIRECTOR

ATTRACTIVE SALARY LONDON

Warehouse, a company within the Womenswear Division of Sears plc is an energetic fashion forward business with nearly fifty outlets across the UK.

We now need to appoint a new Retail Operations Director to help build on our current success and play a major role in further improving the company's performance and profitability.

This will involve leading and motivating a highly committed retail team, developing retail systems, improving cost effectiveness and working closely with the Buying Director to ensure that we provide the quality of service that our customers expect.

Candidates - ideally in their early 30s - will need a successful track record in operations management,

probably at controller level, gained within a leading edge retail organisation. A fashion bias would be a distinct advantage.

If this sounds like you - and you can demonstrate that you have the ability to manage performance and an empathy for our product - we would like to hear from you.

As you would expect from a Sears company, the salary and benefits package will fully reflect the level of the appointment. There will also be the possibility of career development within the Group.

Please write enclosing a curriculum vitae to: David Garth, Human Resource Director, Sears Womenswear, 1 Garrick Road, Hendon, London NW9 6AU.

WAREHOUSE

NEW BUSINESS DEVELOPMENT DIRECT MARKETING

■ One of the UK's leading Direct Marketing companies has created this exciting new position to spearhead new business initiatives. The role will be to develop new marketing projects from an initial proposition through to full implementation.

■ We require senior management experience ideally gained in a large, complex organisation with an in-depth understanding of direct marketing operations. Up-to-date knowledge of database marketing techniques is essential.

■ Creativity, numeracy and entrepreneurial flair are key attributes for this position. In addition, you should be both a team player and a team leader, willing to take key decisions which will affect the future direction of the business.

■ The company offers an excellent rewards package, which includes a high basic salary, bonus, fully-expensed car, and other large company benefits. A generous relocation package will be available where applicable.

■ To apply, please send an up-to-date CV, quoting salary and ref 3022 to Tim Smith, Wrens Court, 60 Victoria Road, Sutton Coldfield, West Midlands B72 1SY.

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Package to
£75,000

+ Benefits

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NEWMAN**
RECRUITMENT & PERSONNEL
CONSULTANTS

Local Government Commission

Chief Executive

An opportunity to make a mark on the map of England

The Local Government Commission for England will shortly begin a rolling programme of structural reviews of local government areas in England, recommending changes to the Department of the Environment.

The Chief Executive will have overall responsibility for oversight of the reviews, management of the Commission and its staff, and for the policy framework within which the Commission carries out its reviews.

The Chief Executive will represent the Commission at meetings with Government Departments, senior local government officials and representatives of interest groups. With the Commission Chairman and Members, he/she will also explain its work to the press, and on radio and television.

An effective decision-maker



and communicator, the successful applicant must have a sense of mission and an outstanding record in senior administrative posts, in highly visible roles. The need to cope with sensitive issues calls for imagination, diplomacy, a sound political awareness and excellent interpersonal, organisational and management skills.

The importance and high profile of this position will be reflected in the salary and benefits package. This is a four year fixed term contract, based in London.

If you are interested, write with your career details, to the Commission's Chairman, Sir John Banham, c/o Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, by 10th July 1992. Please quote reference B/1645.

The Local Government Commission is an equal opportunity employer.

Push out the envelope

Our Client is a leading UK company in the field of... (text is partially obscured by noise)

Our Client is a leading UK company in the field of... (text is partially obscured by noise)

Product Planning Manager

Our Client is a leading UK company in the field of... (text is partially obscured by noise)

Our Client is a leading UK company in the field of... (text is partially obscured by noise)

HUMAN RESOURCE OFF

Merseyside c

Our Client is a leading UK company in the field of... (text is partially obscured by noise)

مكزن لأعمال

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

ASSISTANT DIRECTOR OF HIGHWAYS & TRANSPORTATION

Engineering Consultancy Division
Highway House, Ewell (Nr Epsom, Surrey)
£37,704 - £41,475

Surrey County Council is amongst the leaders in moving its services into a competitive environment. The Engineering Consultancy Division is well placed to face the challenge and we require somebody to lead this Division through the significant transformation of its operating Practices and Procedures. The Assistant Director is responsible for the design and construction of Highways and Bridges, Traffic Management, Transportation Modelling, with associated Geotechnical and Laboratory Services. There is a need to develop these services in the competitive environment to make their unique contribution to Local Government in Surrey.

You will need to demonstrate high capability as a professional Chartered Engineer with experience of managing change and the competitive issues facing this type of service.

If you would like to discuss this post then telephone Mr G M Lamb, The County Director Highways & Transportation Department, on 081-541 9950.

Application forms and further details may be obtained from the County Director of Personnel Ref PD 4, County Hall, Kingston upon Thames, Surrey KT1 2BH. Tel 081-541 9790. Closing date for applications 3 July 1992.



**SURREY
COUNTY COUNCIL**

£50,000 package

Consumer Durables

Scotland

Operations Manager-Distribution

For a rapidly expanding world leader with facilities, systems and working practices without parallel. To add intellect and proven experience to the assembly, picking and despatch of a complex matrix of product and customer options for European markets. Market growth and commitment to new products will ensure outstanding challenge and career development within this well known, highly successful global organisation.

THE ROLE

■ Reporting to the Director of Distribution, responsible for c.50 people, sophisticated resources and substantial investment budgets.

■ To train and develop teams to respond flexibly to customer demands and rigorous quality values within a dynamic, rapidly evolving product sector.

■ To research, plan and implement best industry practice, ensuring competitive advantage through improved materials planning, effective resource utilisation, and constant review of performance.

THE QUALIFICATIONS

■ A practically trained graduate, up-to-date with materials planning and resource management, enlightened as a leader and motivator of people.

■ A production or distribution manager already involved in the manufacture or assembly of high volume consumer products. Proven in scheduling and delivering to plan, and especially in driving projects to successful completion.

■ An open, participative and status-free management style, supportive of effective effort and reward. An enabler and facilitator, seeking a culture which values its people and team spirit, but which is competitively focused.

London 071-973 8484
Manchester 061-437 0375

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref S1108062A1,
Aldington Court, Greenscourt Business Park,
Royal Road, Manchester M23 5LG.

whiteheadselection

Managing Director

Fast moving products distribution
M4 corridor
c. £60,000 plus attractive bonus

Already a market leader, the scope for growth for this company is such that revenues and profits could be doubled within five years. Currently turning over in excess of £40m and with healthy profits, the company operates nationwide, providing a fast response, direct delivery service for frequently used products to a wide range of customers.

The brief is demanding and requires contributions across a broad front to achieve the growth and profit targets. Key tasks are: to transform the company culture from operations led to sales and customer service driven; to exploit the potential for additional sales and, particularly, development of national accounts; to use the considerable purchasing power and sophisticated information systems to obtain real competitive advantage.

Aged early 30s - early 40s and of graduate calibre, you must be an experienced general manager with a progressive earlier career in 'blue chip' companies. A good understanding of the demands of a distributive business is essential, together with a successful track record in initiating and driving through change. Well honed skills in sales and marketing, supplier management and finance must be complemented by vision, leadership and energy.

Please write enclosing full CV, quoting Ref. 2138, to Susan Ryder,
Whitehead Selection Ltd, Blagrove House, Blagrove Street, Reading RG1 1QA.
A Whitehead Mann Group PLC Company.

whiteheadselection

whiteheadselection

Commercial Director

Facilities Management
M3 corridor
c. £60,000 plus car

One of the major players in a market growing at more than 20% a year, this £120m turnover company provides systems integration solutions and IT facilities management services to an impressive private and public sector client list.

The successful candidate will be responsible for the commercial direction of the company's Facilities Management business and report to the Divisional Managing Director. The role is broad, encompassing evaluation and negotiation of large sales and purchase contracts, appraisal and execution of acquisitions and joint ventures and enhancement of contractual, legal and commercial standards.

A graduate aged 35-45, preferably with a formal business/financial qualification, you will already be, or will have been, a general manager, commercial manager or senior-level business development specialist in a related business dependent upon astute handling of complex contracts and acquisitions for its success. A record of achievement in adding value to negotiations and ensuring the optimum outcome is essential. Whilst analytical rigour and critical evaluation are the obvious fundamentals, these abilities must be complemented by strong commercial flair, profit awareness and results orientation.

Please write enclosing full CV, quoting Ref. 2137, to Stuart Spindler,
Whitehead Selection Ltd, Blagrove House, Blagrove Street, Reading RG1 1QA.
A Whitehead Mann Group PLC Company.

whiteheadselection

XDB Systems

UK Managing Director

Managing Director of UK operations required for the next DB2 tools mega success story. WE are a leading, US based software vendor with a product range that targets the DB2 and client-server markets. WE market DOS, Windows, OS/2, and UNIX versions and have sold over 25,000 licenses to blue chip companies worldwide. WE now want to strengthen our presence in Europe, starting with a sales and support operation in the Thames Valley area.

YOU are a tenacious, over achiever with a strong desire to lead your own sales and support operation.

YOU know the IBM market and have at least five years of software sales management experience with a leading US software vendor. IF YOU match our high standards, you will receive an attractive compensation package.

WE would also like to hear from telesales people and technical support candidates with DB2 and PC experience.

Send your cv and income history to: Box No. 9019.

All correspondence strictly confidential.

XDB

Director

The Garden Centre Association c. £35K + package

The Garden Centre Association represents the top garden centres in the country, assisting members to maintain the highest quality standards and improve business performance. In order to continue its excellent work it now seeks a Director with the commercial flair and experience of specialist retailing to develop the Association to its full potential.

As the Association's senior executive, the Director will manage operational and strategic development in addition to representing the Garden Centre Association at national level. The role will include formulating and implementing marketing plans, organising promotional and training events and advising members on a variety of commercial issues.

Candidates must have senior management experience which has encompassed budget accountability and exposure to small, medium and growing retail businesses. Proven marketing and presentation skills, business acumen, initiative and energy will be crucial to the success of this demanding role. The ability to appreciate the aims of this progressive retail trade association and respond to the needs of members will be essential.

Working flexibly throughout the UK from an office base in Reading, the Director will be offered an excellent salary, a car and other executive benefits.

Please write with full CV and current remuneration details to Sarah Gilbert, KPMG Selection & Search, 15 Pembroke Road, Clifton, Bristol BS8 3BG. Telephone: (0272) 732291.



KPMG Selection & Search

HUMAN RESOURCES OFFICER

Merseyside c £23,000 + BUPA

News International Newspapers Ltd are the publishers of The Times, The Sunday Times, The Sun, The News of the World and Today and are part of the worldwide media group The News Corporation. To help consolidate our position as market leaders, we are committed to a programme of organisational development, involving initiatives in management training, employee relations and communications.

Our Knowsley production plant has approximately 400 employees and currently has a vacancy for a Human Resources Officer.

In this role you will be responsible for providing a high profile Personnel service to production staff and the management team, whilst making a professional input into all Human Resource development issues. There is, therefore, a requirement to work afternoons, evenings and Saturdays.

As a direct involvement in training will be a very important feature of this position, first rate presentation and communication skills are a must. To fulfill the requirements of this role it is also essential that you are a self-starter and able to show initiative.

Suitable candidates will probably be graduates with a minimum of 5 years experience across the personnel and training function.

Interested? Then please write enclosing your curriculum vitae to: Miss Joanne McCartan, Human Resources Department, News International Newspapers Ltd, Kitting Road, Prescott, Merseyside L34 9HN.

Managing Director

Property Development

Midlands

As one of the most profitable and successful Plc's operating within the Housebuilding and Commercial Development sectors, our Client is currently seeking to appoint a Managing Director for its Property Development subsidiary.

The position will require the experience of an established Managing Director who is currently seeking a new and challenging opportunity with one of the industry's leaders. Experience in land acquisition and assembly, and the management of major development

schemes, including business parks, will be essential.

Proven practical ability in leading a Board of Directors and sound financial management is essential, with good communication and team building skills also pre-requisites. The remuneration package will include a profit related bonus, quality car and other executive benefits.

Please write/fax sending an up to date curriculum vitae which should include details of current salary to Nigel Beaumont, quoting reference ST/525/NB.



Selection & Search Associates Limited, The Gate House, Bluecoats, Hertford, Hertfordshire SG14 1PB Fax: 0992 500816

OPERATIONS MANAGER (DIRECTOR DESIGNATE)

WEST COUNTRY

PERISHABLE FOOD

Our client is one of the leading players in a growing new market in perishable, cereal-based, products.

To support and capitalise on their key position, the company is looking to make a new senior level appointment of Operations Manager, working closely with the Chief Executive. The brief will be to take over operational control of the existing plant, to supervise new investment in capacity and quality improvement projects, and to contribute to a vigorous NPD programme.

REQUIREMENTS

10-15 years experience in the perishable food processing industry (preferably cereals) including in-depth and up-to-date knowledge of packaging systems and demonstrable success in new product development.

Must be committed to developing TQM throughout the organisation and capable of creating the environment to enable the company to achieve BS 5750.

Confident and proven ability in managing change in location, products and systems, and managing growth in production and personnel.

This is an excellent opportunity to play a key role in orchestrating the future development and success of a dynamic company.

Barton

Executive Search

Please write in confidence, with a full cv, to:
Nicky Catts,
Barton Executive Search,
Barn Barton, Barn Farm,
Yelverton, Devon, PL20 7JL.

COMPUTER SOFTWARE

DYNAMIC TECHNICAL DIRECTOR

Salary: £60k package

BRISTOL

Our client, a small internationally successful packaged systems provider, requires a dynamic Technical Director for a prestigious main board role.

This position will offer an exceptional level of challenge in supporting the existing product base as well as leading the company in the development of a completely new range of products and services. The Technical Director will be responsible for up to 40 staff, so strong people management skills are vital to success.

The ideal candidate will have had considerable experience and success in commercial software development and also have the vision to take a new product range from concept to delivery.

A detailed understanding of large scale information systems and networks, and the provision of information services in a wide range of media is essential.

Please apply with CV to
S. O'Gorman
Hoskyns Group plc,
130 Shaftesbury Avenue,
London W1V 7DN
or call on 071 434 8763

Hoskyns Group plc is a
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THE TOTAL IT SOLUTION

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EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Senior IT Professionals

Outstanding career opportunities with one of the world's most distinctive investment institutions.

City

Packages £55-80,000

Are you a top flight Systems Professional, currently with a business/IT consultancy, or a major financial institution in a leading IT role?

Are you a high achiever, consistently recognised for the excellence of your contribution and your ability to implement successful projects in pressurised and demanding business environments?

Are you looking for a more challenging slot which will tax you personally and professionally and be the first-class opportunity you deserve?

If you can answer yes to these questions, then my client would like to meet you.

My client currently has vacancies for candidates of the highest calibre to join a group spearheading a move to totally review the contribution of IT to the future direction and focus of the business. These first class opportunities have excellent potential for professional development, and will have a direct influence on operational performance, trading and business profitability.

As a member of this group, the challenge will be to design, develop and manage the projects which will deliver computing power directly into the hands of the users.

These are not positions for those who just want to manage, but opportunities for candidates who have real technical abilities combined with a strong business and end-user

perspective. Ultimately, you should combine first class technical know-how with the vision to use technology to deliver the best systems in the market.

The technical skill-set required will be an in-depth knowledge of 'C', Unix & SYBASE developments. You will have been heavily involved in the implementation of applications using this platform and be able to review and provide technical design for team members. Ideally, you should also have a successful record of medium sized project delivery, and be comfortable working at all levels. Applications are also invited from candidates with an in-depth knowledge of Fixed Income processing, covering both front and back office activities, coupled with experience of the investment banking environment.

Candidates must be team players, with the ability, communication skills and professional credibility to build effective relationships at senior levels.

If you feel that you possess the aforementioned skills, have an excellent educational background, and the drive and ambition to meet the challenge contact KAREN GAY on 071 831 2000 or send details to her at Michael Page Technology, Page House, 39-41 Parker Street, London WC2B 5LH. A first class remuneration package is guaranteed, as is the opportunity to use your business and creative abilities in a truly career enhancing role.

MICHAEL PAGE TECHNOLOGY
SPECIALIST RECRUITMENT CONSULTANTS

Frame Technology
The document publishing company

Frame Technology is the leading developer of publishing software. Our principal product, FrameMaker, is used worldwide for creating business and technical documents across multiple platforms. Our corporate headquarters are based in San Jose, California; the European headquarters based in Dublin is supporting the rapidly growing European Market. To take us still further into our European business plan we are recruiting a European Sales Manager.

The ideal candidate will probably be aged between 33-43 with at least 7 years' proven selling success and sales management background preferably within a software multinational company. Regional European experience is essential and language skills are an obvious advantage as there is a need to travel extensively. This position will involve looking after a personal territory as well as managing country managers. Key to our success is the need to endorse third party relationships and further develop our European distribution channel strategy.

Frame Technology is a young, challenging and fast expanding company. We are offering an excellent opportunity for the right person to become a key figure within the organisation.

To discuss this opportunity in the strictest confidence, telephone our advising consultant, Cathy Kay, today, Sunday, between 18am and 4pm or during office hours on 071 734 4010. Alternatively write to her at McGregor Boyall Associates, Sutherland House, 5/6 Argyll St, London W1V 1AD. Fax 071 734 1297. Ref: CK/ST1

mcgregor boyall
IT HUMAN RESOURCING

European Sales Manager

OTE to £80,000 + Car
Location: UK or IRELAND

Senior Brand Manager

A unique opening for an exceptional Brand Manager in a world-renowned marketing-led business.

c. £35,000 package

London based

The Company

- A leading international player by any standards.
- Has achieved enviable market dominance.
- Strong UK presence with significant growth potential.
- High profile advertising support.
- Continuous new product development backed by international R&D.

The Opportunity

- To manage at least one major brand with NPD responsibility.
- To demonstrate hands-on marketing ability to achieve business success.
- To lay the foundations for your own career within the Group.

The Person

- First rate academic achievements.
- Identified as a high flyer with international development potential.
- Impressive record of marketing success in a blue chip consumer goods company.
- Fluent in at least one other European language.
- Probably between 25-30.
- Looking for an opportunity like this.

Please write with full cv, quoting reference L3KMH/1 to Katherine Banits, The Response Bureau, Barkers LBW, 30 Farringdon Street, London EC4A 4EA.

Your details will be forwarded to this client only. Please indicate any companies to which your details should not be sent.

Barkers LBW
HUMAN RESOURCES ADVERTISING

Senior Petroleum Engineer
Scott Development

London

Competitive salary + Car + Benefits

Amerada Hess have a record of achievement in the North Sea culminating in their success in the Scott field. The field incorporates the UK's largest sub-sea development, and will produce some 200,000 barrels of oil per day when it comes on-stream in late 1993. Operations are the key to efficient, optimised production and we now seek an experienced engineer to co-ordinate Petroleum Engineering across the project, based on an in-depth understanding of the field.

To meet its technical development objectives, the project demands the continuous review and adjustment of plans and schedules. To this end, you must be able to respond to emerging project needs, effecting change rapidly. You will be responsible for liaison with the Aberdeen based Operations Group, providing reports and communicating strategies both to senior management and our partners. You will also lead studies to determine the development plan for the nearby South Scott accumulation.

Highly articulate, and with the authority to make your presence felt immediately, you must have between 8 and 10 years' broad-based North Sea experience. This includes petroleum, production and reservoir engineering with detailed sub-sea and drilling expertise. Your competence at individual levels of responsibility should be matched by a team-orientated approach to finding practical solutions.

We offer a highly competitive salary and benefits package, including a fully expensed company car, BUPA, non-contributory pension, share scheme and 5 weeks' holiday. A generous relocation package is also offered where appropriate. In the first instance, please send your C.V. to Jennifer Mack, Projects Services Manager, Amerada Hess Limited, 2 Stephen Street, London W1P 1PL.



AMERADA HESS LIMITED

BRITISH MARINE INDUSTRIES FEDERATION

The British Marine Industries Federation represents over 1400 member companies engaged in all aspects of the boating market. It also runs and is responsible for the commercial success of five annual Boat and Equipment Shows.

EXECUTIVE CHAIRMAN

The Federation wishes to appoint a full time Executive Chairman. He will be responsible for:

- developing the Federation's objectives, strategy and values
- achieving the agreed objectives through the Federation's top management team and its staff
- representing the Federation and the industry in senior business and government circles in the U.K. and overseas.

The successful candidate will need to demonstrate at least five years' general management experience profitably running a relatively autonomous business unit. This experience will have included managing a team of senior people who between them will have been responsible for operational, marketing and financial activities. The track record will demonstrate first class people management and public speaking skills.

Salary will be £45,000 plus quality benefits including a motor car.



For a pack containing information about the Federation and a job description, please contact:
Yvonne Stocks, Tel: 0784 473377, Fax: 0784 439678.

The BODY SHOP
Skin & Hair Care PreparationsBUSINESS SYSTEMS
MANAGER
MANUFACTURING

The Body Shop is embarking on a major Business Review and Identification of the future system needs. This will lead to the implementation of fully integrated systems covering all the aspects of a vertically integrated Manufacturing/Logistics/Retail company.

We are seeking I.T. professionals with proven experience in the analysis of Business Requirements in the Manufacturing area and the transforming of these into an I.T.T./Systems Specification followed by management of the systems selection and successful implementation.

The emphasis will be on providing a business orientated service as well as leading the I.T. projects, with particular emphasis on inter-personal skills.

This is an opportunity to play an influential role in a very successful and exciting company and one which will give the successful candidate ample scope to display his/her Business and I.T. skills.

You will need to display proven experience in Manufacturing, covering the complete Business Analysis cycle, as well as bringing fresh ideas to answer the system needs of our manufacturing environment.

Please forward your C.V., stating current salary, to Company Relations Dept., The Body Shop International PLC, Watersmead, Littlehampton, West Sussex, BN17 6LS.

Closing date for all applications will be 3rd July 1992

The Body Shop aims to be an equal opportunities employer

Helping the best get better!

South East £35k ote plus quality car

As the UK's leaders in improving performance through employee involvement, we are committed to helping the best perform even better.

Industrial Motivation enables clients to achieve dramatic improvements in quality, productivity and safety, by increasing the commitment of every employee to individual and corporate excellence.

We are looking for an exceptional sales professional to maximise business potential in the South East of England. Working within both private and public sectors you will be responsible for planning and implementing employee involvement programmes to ensure that our clients achieve maximum benefits.

You should be highly skilled in selling concepts at board level, with a proven track record of achieving challenging goals. Of graduate calibre, with an enthusiastic and positive disposition, you will have excellent presentation skills and a high level of personal and professional credibility.

As a successful and expanding company, we can offer you an exciting product range, excellent prospects and thoroughly professional marketing support. There will also be exceptional earnings potential and a package which includes a quality company car. In addition you will benefit from our strong commitment to training and development.

If you are one of the best and would like to achieve even more, we would like to meet you. Please today, between 10.00am and 4.00pm for an informal discussion or send your c.v. to Robin Walker, Industrial Motivation Ltd, 40 High Street, Thornbury, Bristol BS12 2AJ. Telephone 0454 418855.

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REGIONAL SALES MANAGER
UK/EUROPE

We are a United States based electronic component manufacturer seeking a Regional Sales Manager to market sales of our products in the U.K. and Continental European audio, telecom, computer and datacom markets.

Responsibilities include motivating and training distributors and sales representatives; developing and achieving sales forecasts for key accounts in the region; aggressively grow and develop our business through expansion of existing accounts, as well as new account development. Based in U.K.; extensive travel required.

Our ideal candidate will have 5-10 years experience in electronic component sales. The majority of this experience should be in the audio/sound market. German language proficiency a plus.

For consideration, please submit resume and salary history to:

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EXECUTIVE OPPORTUNITIES

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Inchcape

Personnel Director - Services

London

With a turnover of some £5 billion and operations in over 60 countries, Inchcape is pre-eminent in international services and marketing. Combining comprehensive global coverage with detailed knowledge of local markets, the group provides high quality service and representation for many of the world's best known companies.

Inchcape has recently been reorganised into three global business streams - motors, marketing and services. Services - shipping, buying and testing - constitutes a £400 million business with some 10,000 employees worldwide. The strategy for this group is one of substantial growth organically, by acquisition and by extension into related areas.

Reporting to the Main Board Director responsible for Services, the Personnel Director will have a pivotal role at the heart of this fast-growing and rapidly changing business. Responsibilities encompass all aspects of human resources, though the initial focus will be on developmental issues, including management

To £60k + Excellent Benefits

structures, resourcing, training & development and compensation & benefits. A key responsibility will be to ensure that existing skills and structures can be replicated in new locations.

This is an unusually demanding role and the selection criteria will therefore be exacting. First-class, generalist human resources experience is essential, including significant exposure to the USA and, ideally, to Continental Europe and the Far East. Candidates must have held responsibility for a substantial human resources function in a decentralised, results-oriented environment. Strong commercial awareness and a proactive style will be essential for success.

The excellent package includes the usual range of benefits, including performance-related bonus and share options. Interested applicants should write, enclosing a detailed CV, to Roger Howell at the address below, quoting reference number 1197.

ST. JAMES
ASSOCIATES

MANAGEMENT SELECTION

32 OLD BURLINGTON STREET, LONDON W1X 1LB FAX: 071-287 2821. TELEPHONE: 071-287 2820.
A GKR Group Company

UK Sales Manager

For technical leader in computer peripherals

£35,000 + Bonus + Car

Northern Home Counties

Our client has enjoyed a period of substantial growth due to their technical leadership and their penetration of key market sectors for optical mark reading products in education and health, and for optical scanning products in other key markets. They now seek a UK Sales Manager who, reporting to the Managing Director, will be responsible for developing the selling function within the company. Working in an experienced and close knit management team he or she will, in addition to ongoing sales management, be asked to undertake a full review of sales policies and systems, to develop a product knowledge manual and to build and develop the existing 10 strong sales team. The successful candidate is likely to be aged over 31 and offer:

- a degree or equivalent; a sales or business qualification would be an advantage.
- a successful record in sales of IT or high technology products, preferably with a knowledge of one or more of the education, healthcare or industrial training market sectors.
- at least 2 years sales management experience gained at national, regional or area level.
- an ability to attain targets, to innovate and to motivate.

This is a major opportunity in a company that has an open and democratic management culture where personal development is strongly encouraged. There is a generous reward package and relocation expenses are offered in appropriate circumstances.

Please apply with full CV, current salary details and a covering letter indicating the specific skill and experience which make you suited to this position, to John Gregory at the address below:

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Griffin House, 161 Hammersmith Road,
London W6 8BS

SALES DIRECTOR

Salary Package £85,000 + executive car + excellent benefits.
South East

Consistent investment in technology and in people has helped our client to build a phenomenally successful international computer networking operation, responsive to changing customer needs within a dynamic environment. A shared vision of the future has inspired exceptional team spirit.

The resources to achieve planned growth are available, together with a clearly defined strategy, outstanding professional expertise and an unrivalled portfolio of products and services.

Objectives are ambitious, demanding strong commercial leadership and motivation of a structured, professional sales team as well as the ability to develop new and strengthen existing

business. You will be expected to contribute to product positioning and your perception of the marketplace will impact significantly upon long term growth.

Already an accomplished sales manager or director with the ability to enthuse, direct and organise, you will have at least 5 years corporate sales experience at management level within the computer networking arena. Your experience to date will demonstrate strategic planning ability, consistent team achievement and true commitment.

For the successful candidate the route ahead will be demanding, offering exceptional scope for both personal development and financial reward.

INTERPERSONNEL

To apply, please send a comprehensive CV, with work/home telephone numbers, to Sarah Forbes at Interpersonnel, Recruitment Consultants, 33 Earl Street, Maidstone, Kent ME14 1PF.



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CONSULTANTS

P-E International plc is seeking to expand its management consultancy operations both in the UK and overseas. As a result of increased demand for our services, we now have vacancies for consultants throughout the UK regions, as well as in mainland Europe, the Far East and the USA.

To meet this demand and to help achieve our growth targets for the next decade, we need top quality experienced staff aged between 28 and 40 years, with a good first degree and preferably an MBA, as well as a working knowledge of a second language.

They should have experience at director or senior management level within an organisation in either the public or private sector, or have consultancy experience at this senior level.

If you are interested in these career opportunities with P-E International, please write to David Blane, Managing Director, Management Consultancy, P-E International, Park House, Wick Road, Egham, Surrey TW20 0HW, enclosing your CV, and explaining how you can help P-E to grow its business.

We are particularly seeking candidates with a background in

- Information Technology
- Quality Systems
- Environmental Management
- Human Resources
- Logistics
- Profit Improvement
- Process Re-engineering

capable of working to the highest standards and flexible enough to work throughout the UK and abroad.

If you meet these criteria and are stimulated by the challenge of working with many of the world's leading companies, P-E can offer opportunities that will be limited only by your ability and ambition. Salary and working conditions will not be a barrier for successful candidates.

P-E International

Account Managers

New Telecommunications Operators - Public Network Systems
OTE up to £45,000, Car, Benefits

As part of an International Group, our Client, a leading vendor to the traditional Telecommunications industry, is entering a new phase of commercial orientation demanding the selection of a team of highly experienced Account Managers who will focus upon the recently licenced Cable Communications Operators and other new Telecommunications Carriers.

Candidates, ideally in their late-twenties to mid-thirties, will have a good degree and possibly an additional Business or Marketing qualification together with proven expertise and demonstrable success in the marketing and sale of hardware and software solutions to the CATV, Telecommunications or closely related new technology markets. Additionally you will be an entrepreneur with strategic vision and the ability to make things happen in a highly visible environment.

These critical Senior Account Management appointments which offer exceptional opportunities for career development, carry an excellent remuneration package, comprising a good basic salary, performance related bonus, car and additional benefits.

If your commercial acumen and strategic vision enable you to perceive clearly these outstanding opportunities then please contact Stephen Heap or Andrew Evans quoting ref. SH/48 by sending full career details to BTA Cable Comms Recruitment, Hollins House, Hale Road, Hale Barns, Altrincham, Cheshire, WA15 8SN, or telephone 061 980 1389 for an initial discussion. Candidates unable to call during office hours may call 0204 841856 evenings/weekends.

BTA CABLE COMMS
RECRUITMENT

SYSTEMHOUSE is a \$780 million multi-national Systems Integration and Systems Management Corporation with over 100 offices worldwide whose stock is traded in Toronto and New York. As noted in a recent Gartner Group report, we are the world leaders in Client/Server and Open Systems consulting.

The Company is vertically focused on Telecommunications, postal, human services, energy, financial services and several other market sectors. Having achieved significant success in North America and the UK — we are poised to do the same throughout Europe.

The consensus outlook is for massive investment growth in Information Technology within the European Telecommunications industry, fueled by de-regulation, privatisation, national and international competition.

Systemhouse is uniquely positioned to capture a major share of this business, and therefore will provide an outstanding opportunity for you to build a high profile in the Telecommunications industry — acting as a key agent of change.

The successful candidate will be responsible for business development in the European Telecommunications markets, reporting directly to the Executive Vice President of World-wide Telecommunications.

Leveraging the outstanding technical expertise within Systemhouse, your mission will be to win multi-million pound, complex systems projects, as well as negotiate strategic alliances, joint ventures and acquisitions.

You should possess significant executive — level Information Technology experience with a Systems Integration consultancy, Computer or other Telecommunications vendor.

As the luminary in Telecommunications for our European business, you must have an impressive track record and solid network of business contacts at the highest levels within the industry (PTTs and their vendors).

Please send or fax your CV in total confidence, quoting reference BDD-ETL, to Mr. F. Scarpelli, Director of Recruitment, SHL Systemhouse Europe, Beaver House, 125 Portland Street, Manchester M1 4QE, Fax 061 236 8786.

COMMITTED TO EXCELLENCE

SYSTEMHOUSE EUROPE

SALES DIRECTOR

TO £60,000 + BONUS + FULL EXECUTIVE BENEFITS
WEST LONDON

This rare opportunity will be the most significant sales appointment recruited within the UK brewing industry during 1992.

Part of a multi-billion dollar international consumer goods group, the UK brewing company enjoys impressive market shares in its larger products, and through continued marketing excellence brand awareness amongst target consumers is second to none in its market.

Our client is now looking to appoint a truly outstanding Sales Director whose skill and determination will drive the business way beyond the market's expectations. You will have total responsibility to grow all sales activities of the full range of products for both retail and licensed sectors. A key member of the UK Board, you will contribute to the strategic planning of the Company.

Aged 35-45 and of graduate calibre, your experience and ability to direct, motivate and develop a growing sales team must be clearly evident. You will have the freedom to introduce innovative selling systems to aggressively build strong distribution and market share.

Possessing an exceptional track record of sales achievement, your experience will include an in-depth working knowledge of FMCG grocery sales of leading household name brands, combined with a familiarity of the licensed or food service trade sectors.

Strong presence and an influential management style will be deciding factors in your ability to make a marked impact on the culture of this renowned organisation.

If you are keen to work in an environment of excellence please call our Senior Consultant, Steve Simmance or write with full CV to:

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OAG - Managing Director
(Europe, Africa, Middle East)

providing a marketing focus for an international corporation

SOUTH EAST: c£60,000 + benefits

Official Airline Guides (OAG) with headquarters in the States, is the world's leading provider of data to airlines and a major publisher of information in printed and electronic form for the travel industry and its consumers.

Established over sixty years ago, OAG opened its first international office in the UK in 1977. This office has provided profitable growth and significant penetration of the Europe, Africa, Middle East market. To progress OAG's commitment and strategy to exploit growth in the non-US markets, they now seek to appoint a Managing Director with a strong sales and marketing background to manage the business through its next stage of development.

The role will involve formulating and implementing market-led business strategies to meet the ambitious objectives for the region.

Success calls for the ability to think and plan strategically while providing clear direction and supportive leadership to a highly qualified team of

sales and marketing executives. You will enjoy considerable autonomy and will need the confidence and credibility necessary to build strong relationships with senior management in the corporate office and in key customer accounts.

Candidates will have a strong marketing and sales background and will need at or near board level experience, ideally but not necessarily in the airline industry. An excellent communicator with well developed negotiating skills, you must have international experience and be prepared to travel extensively.

Previous experience of working with a sizeable US parent but based in Europe would be a distinct advantage, as would fluency in European languages other than English, particularly French.

Please send full career and salary details to Ann Rodrigues, by Friday 3rd July. Ref 32091, MSL Group Ltd, 32 Aybrook Street, London W1M 3JL.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Business Development Director

International Distribution and Logistics

MIDLANDS: Base Salary £55,000 + substantial bonus and benefits package

This key division within a major multi-national distribution and logistics organisation is currently undertaking major strategic expansion in Europe. It provides quality driven, innovative and cost effective business solutions to a predominantly international blue chip client base.

The Business Development Director is tasked with accelerating this process, both in the UK and Europe. The position calls for proven personal selling skills at board level, a disciplined financial and commercial approach to contract negotiation, and above all an entrepreneurial flair to identify and secure profitable business ahead of the competition.

Probably over 30, and of graduate calibre, your track record of complex solutions selling will be

outstanding. Areas such as international logistics, integrated systems, or major project/contract management would be most relevant, but more important is the ability to combine an analytical approach to problem solving with high level presentational and negotiating skills, and the will to win!

The responsibility and freedom of the role is reflected in the generous salary and benefits package, which includes a substantial open ended bonus based on personal performance.

To apply, please write with c.v. and current salary details to: Tim Roffe, quoting ref. 37002, MSL Group Ltd., Clinton House, 2-4 Clinton Terrace, Derby Road, Nottingham, NG7 1LY. Tel. 0602-480400 Fax. 0602-480490.

MSL International

CONSULTANTS IN SEARCH AND SELECTION

Marketing & Sales Director

Market Leading Textile Manufacturer

EAST MIDLANDS: c£40,000 + car

Our client is a progressive and profitable company trading internationally in a highly competitive sector. This appointment is to strengthen the management team and drive the business forward into new market and product opportunities.

Reporting to the Managing Director, you will be responsible for creating and achieving sales and profit growth targets through effective leadership and co-ordination of the sales team. Maintaining sound long-term customer relationships to continue the company's success will be a prime task and one demanding an exceptional marketing professional.

Educated to degree level and preferably aged 30 to 40, you should have a proven record of success in marketing to High Street retailer specifiers and selling to manufacturers. At least 5 years' experience within the garment industry is essential, ideally in narrow fabrics or trimmings. A second European language would be a distinct advantage. An energetic, tenacious and thorough style is paramount, together with the ability to lead from the front in setting high operational and personal standards.

Please write with full career details, including current salary, to John Lilley, MSL Group Ltd., Quadrant Court, 50 Calthorpe Road, Edgbaston, Birmingham B15 1TH.

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HR Director - Europe

- New appointment
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- International dimension

CENTRAL SCOTLAND: c£40,000 + car + benefits

Our client represents the European Research Division of a worldwide scientific and research company, long recognised as a leader in its field. A strong commitment to enlightened and progressive human resource policies, across all operating companies, has created this position. There are around 300 employees in the UK and Continental Europe, engaged in specialised healthcare activities, many highly-qualified in their particular fields.

A seasoned HR professional is needed to provide focus and strategy for the function. Incorporating national, international and corporate requirements and will encompass training and development, reward systems, recruitment, employee relations and communications.

A graduate with IPM corporate membership (or French equivalent) is looked for, supported by at least ten years' HR experience in major organisations, some of which will have been with scientifically-orientated companies operating internationally, preferably with a research bias. The ability to converse fluently in both English and French is required.

Negotiable package and worldwide career prospects are on offer from this blue-chip multinational organisation.

Please write - in confidence - to James A. Lauder, MSL Group Ltd., Allan House, 25 Bothwell Street, Glasgow G2 6NL. Please quote ref: 14007.

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INTERNATIONAL OIL AND GAS COMPANY

In this appointment you will be a key member of a newly-created central team, with a strategic and advisory responsibility for the purchasing of equipment and supplies. Your responsibilities will include the forecasting of demands and supply market capability, the objective assessment of vendors and the establishment of performance standards for suppliers. You will also provide support to local purchasing managers in line business units in the negotiating of deals and the development of their skills.

To be a candidate you must have wide experience of procurement and, in particular, of industry best practices and new developments. A detailed, up-to-date knowledge of relevant legislation, including current EC directives, is essential, as is a sound understanding of

SOUTHERN HOME COUNTIES

economic developments and their effect on supplier positions. You must also possess strong negotiating, communication and analytical skills. Above all, you will be an innovator, in tune with the latest thinking about the future of the procurement function and able to introduce creative solutions to business problems.

The company has identified potential future career opportunities for the successful candidate and will offer a remuneration package to reflect the importance placed on this position.

To apply please write with CV to

John Sears, Managing Director,
 SMCL Oil and Gas Ltd,
 2 Queen Anne's Gate Buildings,
 Dartmouth Street, London SW1H 9BP.
 Fax: 071-222 3445, Tel: 071-222 7733.

SMCL
OIL & GAS RECRUITMENT

MANAGER TECHNICAL SUPPORT AND OPERATIONS

c£45,000 + BENEFITS CENTRAL LONDON

Our client is a worldwide market leader in global telecommunications who has achieved substantial growth through its commitment to quality of service and technology advancement. As a result of continued success they are looking to appoint an experienced and highly motivated Information Systems professional.

Reporting to the Director of Information your primary role will be to procure, support and manage the technical infrastructure required for the provision of both global services within the group and local services to the UK based departments.

With extensive experience in the computer industry you will be fully conversant with all aspects of technical user support and operations, messaging, datacommunications and telecommunications. Your knowledge will include system architectures, messaging and telecommunications. An understanding of performance metrics and capacity planning is also required.

Strong commercial awareness is necessary for managing negotiations and contracts with external suppliers.

You should have a proven record of sound project management in an international environment. Excellent interpersonal skills and the ability to communicate at all levels are essential.

To apply, please send full career details to: David Jackson, Ref. ST692/DJ, MSB International, MSB House, 19 The Mall, Bromley, Kent, BR1 1TT. Tel 081 464 6555. Fax 081 464 5915.

MSB

GartnerGroup

Gartner Group is the world-wide leader in providing strategic information, to information technology executives in user and vendor organizations.

This success is due largely to the skills, enthusiasm and creativity of our people - strengths we foster by actively encouraging people to grow personally and professionally and to face new challenges and responsibilities.

Such an environment offers stimulating, individual and team-oriented work which is constantly varied and intellectually challenging. It demands individuals who derive satisfaction from making a measurable impact, who have the ability to motivate and inspire others and who possess superior analytical and communication skills.

If you meet these criteria and those detailed below, you should submit a comprehensive curriculum vitae, in confidence to Mrs. Bernadette Thomas, Director of European Human Resources, at the address below.

Vice President and Director - European Telecommunications Strategies (ETS)

Our ETS service advises user and vendor clients about the key issues in the European telecommunications arena. ETS provides analysis and assumptions that can be applied to the client's own planning and decision processes. As with our other services, deliverables include regularly-published reports, briefings and telephone consultation services.

The Vice President and Director is the research leader of the service and is responsible for product delivery and supervision of the ETS staff. In addition the Vice President and Director provides ETS-specific marketing and sales direction to the European sales staff.

An individual is required with extensive experience in European telecommunications, who would like to lead in the process of gathering market information, analyzing its implications and conveying results to clients.

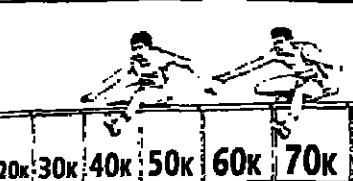
Compensation is determined on merit and overall contribution to the company. Starting compensation will be commensurate with the expected high calibre of the individual we wish to engage.

Gartner Group

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 Available immediately on consultancy or contract assignment or as full time employment (terminated in major hardware company).
 Senior Management only please contact Box No 9117

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Age 39, eight years on boards of multi-site companies. Substantial profit growth from sales development & acquisitions. In-depth knowledge of financial planning & accounting procedures. 5 years MD multiple retail PLC. Joined at start-up, raised £5 million to fund successful acquisitions. Built to £20-million turnover, sold to listed PLC in 1992. Permanent or Contract Assignments. Anywhere. Tel or Fax 0530 242666 - Box No. 9116

CENTRAL & EASTERN EUROPE

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A Midland Group Company
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MIDLAND NETWORK SERVICES GROWING FROM STRENGTH

In just five years, Midland Network Services has become a major player in the market for managed data networks. Our customer base now encompasses a cross-section of the UK's leading Blue Chip corporates. This success has been achieved through a team of highly skilled and motivated people.

Midland Network Services is now poised for further success in an industry which is projected to grow substantially in the next five years. We are committed to being part of that growth and now wish to strengthen our team by adding the following positions:

Personnel Manager (REF: 9261)

This is a senior management role which will be responsible for all aspects of human resource management.

Recruitment, training and internal communications are the prime responsibilities together with traditional personnel functions. This role requires an experienced personnel specialist with a recognised professional qualification.

Business Development Manager (REF: 9262)

For this senior marketing appointment, comprehensive business skills and an in-depth experience of marketing or sales are essential.

Educated to degree level or equivalent, you will be expected to research specific industry sectors (retail, financial services etc), determine new markets for managed network services and develop and launch new products and services designed to meet customer needs.

Experience of information technology gained in the retail, leisure or financial services industries would be beneficial.

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For these positions, we are seeking individuals with an entrepreneurial flair and ability to work as part of a closely knit team. Particular strengths should be in managing major accounts or in gaining new business.

A proven track record in datacommunications sales, or with a major hardware supplier are a prerequisite.

For each of the above positions, salaries will be commensurate with qualifications and experience and will include the benefits associated with a quality employer.

Head offices are in Peterborough, where the rich quality of social and recreational life bring their own rewards.

Please apply in writing, quoting the reference numbers relevant to the position both on your CV and envelope, to: Sarah-Jane Ball, Midland Network Services Ltd, Trinity Court, Trinity Street, Peterborough, PE1 1EE.

Pre-Sales Technical Support Executive (REF: 9264)

Providing technical back-up for our sales team, this is a high profile role involving attendance as a specialist at customer meetings and making technical presentations as part of business-winning proposals.

Proven experience of X25 and network design, together with a broad understanding of datacomms is essential. Strong business/sales acumen and presentation skills will be a distinct advantage.

Help Desk Manager (REF: 9265)

Overseeing the management and development of the customer help desk which services the needs of a wide corporate customer base, this position is specifically responsible for tracking, escalation and clearance of faults, dealing with customer queries and the production of customer and management reports.

Several years experience in a help desk or customer services environment is essential. A broad understanding of X25 datacommunications or computing would be an advantage.

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As part of the implementation management team, this role is responsible for the planning and installation of a wide range of products and services.

A minimum of two years in the datacomms industry, together with a broad understanding of data networking, X25 and network design is essential.

Founded in 1918, the Industrial Society works both with employers and employees in every sector of the economy. Our mission is to be the foremost authority on best practice in development of people for and at work. Poised for the next stage in its development, the Society has entered a period of major change. To manage this change effectively two new appointments have been created in the top management team responsible for delivering the Society's programme for the 1990's.

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If you feel you have the qualities to succeed with one of London's leading computer services companies, please write enclosing a detailed CV to Caroline Bradfield, Independent Computer Solutions Limited (ICOS), 36-38 Carnaby Street, London W1V 1PD. Tel: 071 494 0010.

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Informal enquiries are welcome in the first instance and you can ring Mike Burnell on (0272) 760008.

For an application form and job description telephone the Recruitment Section on Bristol (0272) 438279 ext. 3899 (24 hour answerphone).

The closing date for completed applications is 10th July 1992.

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Further details and an application form are available from the Chief Executive's Department, Civic Centre, London Road, Morden, Surrey SM4 5DX or telephone 081-545 4033 (24 hour answerphone).

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For an information package please contact The Personnel Services Department, Yorkshire Health, The Queen Building, Park Parade, Harrogate, HG1 5AH or telephone (0423) 500066 or our answering service (0423) 566385. Closing date 6th July 1992. Please quote reference 57301.

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The mind and the will

The job of chairman can no longer be regarded as a convenient soft option, Clare Hogg reports

Like everything else in business these days, the role of the corporate chairman is evolving fast. Or perhaps, more accurately, it is becoming more important to do the job excellently. At one time, when the managing director began to dither embarrassingly, or the founder's son hungrier for status, the chairman's slot was a safe that provided a convenient solution to an unpleasant problem.

The chairman was expected to contribute "vision" to his organisation, to "consider strategy", and to make sure that board meetings did not disintegrate into an excessive bout of bickering. If he failed to carry out these duties, nobody much noticed. Everybody was too busy managing the business.

Nowadays the duties remain essentially the same, but if they are not carried out, or carried out well, a lot of people notice. The pace of change in business now is such that unless much thought is given to strategy and direction, a company cannot hope to survive, and, in general, the managing director is too bogged down in detail, or corporate engineering, to have the serenity and perspective to do this.

The task must fall to the chairman. If, as the Institute of Directors defines it, "the Board of Directors is the Mind and Will of the company", it is critical that the mind and that will be properly orchestrated to produce a melodious tune. Effectively fulfilling these two duties, providing vision and coordinating the board, is a tall order.

Sir Christopher Hogg observes in *A Head for Business*, published this month: "The business books pretend that formulating a business strategy is easy if everyone is rational, but that's all with the benefit of hindsight. As you peer into the fog off the prow of a ship,

trying to see which course you should take, you really don't know the stuff, which in business school case studies, is set out. And this has become more difficult as competition has intensified."

Luckily, although some of the qualities required by a good chairman — a high intellectual capacity and good health, for example — are endemic, many of the skills required can be teased out by training. It is hardly surprising that the Institute is finding increasing demand for its courses for chairmen.

One of the latest to be held attracted a catholic selection of chairmen, all aspiring for self-improvement. Chairmen of large public limited companies jostled with chairmen of small family businesses, and it transpired that in many cases the latter had the tougher job. Chairmen of monoliths had clear parameters. They knew what the shareholders' interests were and what was expected of the organisation.

By contrast, those in small family businesses, who may themselves have been the founder, or the founder's son, have other considerations, the main one being the choice between preparing the company for sale and passing it on to future generations. This naturally affects how they operate in coordinating the "mind and will" of the company.

Size affects other considerations. For example, one of the main debates about the role of chairman concerns whether or not the post should be combined with that of chief executive officer. *The Corporate Board*, another book out this month, quotes a number of chairmen with dogmatic views on the subject. One says: "It's absolutely important to separate the two. I distrust the two in one. If you do



both, the chairman always loses to the chief executive officer role."

Another, equally convinced, points out: "When he got into trouble, President Nixon was both the head of state and head of government, so both were in trouble. Therefore, there was no opportunity to carry on 'above the fray'."

A similar view prevailed at an institute seminar, until Anthony Fuller, the chairman of Fuller, Smith & Turner remarked that he had combined both roles successfully for more than a decade, explaining: "The company was small enough to make a combined chairman-managing director role perfectly viable."

The question of the support that can be gained from independent directors was also debated. Chairmen, according to Sir Christopher Lewinton, the chairman and chief executive of the TI group, "need the frank, experienced advice which the best non-executives can give".

This was a view shared by most of

the group at the institute seminar, but the problems, aired by many of the participants was the difficulty they had in finding the right independent directors to complete the team. The traditional method — the old boy network — was not considered sufficiently scientific, and the fees entailed meant that headhunters were not motivated. In this respect also, smaller companies seem to experience more difficulties than larger ones.

There is a shortage of the advice that many chairmen feel would be useful for their role both as corporate "front man", and as "top" man. Sir Graham Day, the chairman of Cadbury Schweppes, PowerGen, Crombie Insurance and British Aerospace, says: "People see me as hard. That's what the media say anyway. It's a curse in that you keep wanting to jump up and down and say, 'No, I'm not like that,' but image

is a function of leadership." Leader or no, the company chairman used to have a staid and conservative image. Now he or she must be a racier individual altogether. Peter Gummer, the chairman of Shandwick, describes it in *A Head for Business*: "My job is like driving a motor car, preferably quite a fast motor car. If you concern yourself with what is happening just over the edge of the bonnet when you are driving a Ferrari Testarossa, you will drive into a lamppost... the faster you're driving the further down the road you look. You must be conscious of the turnings to the left or right, but there are other people around to study the side roads..."

A Head for Business, by Corine Simcock, published by Kogan Page, June 1992; *The Corporate Board*, by Ada Bemis and F-Friedrich Neubauer, published by Oxford University Press, June 1992; *Institute of Directors*, 116 Pall Mall, London, SW1V 5ED (071-839 1233)

LIFE AFTER REDUNDANCY

Reading between the job lines

Job advertisements accentuate the positive. Even the most diligent searcher for between-the-lines messages will look in vain for hints about what a recruiter considers a turn-off. Yet prejudices about age, dress or appearance can outweigh all an applicant's virtues as soon as he or she walks through the door.

Because prejudice is a sin that dares not speak its name, it is hard to combat. "People with prejudices often are not aware they have them," says Philip Burton, of the career counselling firm Interex.

Mr Burton makes the point that some apparent prejudices are triggered by fears that an applicant is not going to fit into the corporate culture. He says: "Recruiters are worried about the unusual — clothes that make the wrong kind of statement, or behaviour that is too assertive or too retiring."

He suggests that applicants can prepare themselves by visiting the place where they are going to be interviewed. "See what people wear, how they look, even what cars are in the company car park," he says. "Both men and women should try to present themselves as slightly more conservative than their likely peers. If you cannot make a personal visit, illustrations in corporate literature often provide good clues about company culture."

Christopher Blasdale, the managing director of the outplacement firm Pauline Hyde, thinks that perhaps conformist might be a better word. He says: "It is OK to wear a Fair Isle pullover if you are a creative director talking to a television company, but if you are being interviewed for an executive position, a dark suit and a conservative shirt and tie are essential. For women, too, dress should be businesslike rather than fashion-conscious."

One recruiter confesses to a prejudice against moccasins, possibly because of a psychological association with the word "slipshod". Another tells of a colleague with an aversion to sunburnt hands, in his view a sign of too much time spent on outdoor sports. Conversely, though, many recruiters are put

off by candidates who appear unfit and overweight.

Age remains the most common prejudice. Gordon Methven, of the Leeds-based outplacement consultancy that bears his name, suggests that older applicants should target smaller companies. "They often welcome big company training and expertise, and maturity," he says. He also advises them to steer clear of young managing directors who tend to recruit young teams.

Mr Methven stresses the importance of doing one's homework before an interview so as to be prepared to head off prejudice-related questions. "If you have come from another and very different sector, or have just returned from a spell abroad, you must be prepared to defend the relevance of that experience to the job you are being interviewed for," he says.

Sadly, outplacement consultancies report that prejudice about such things as race, religion and sexual orientation are still quite prevalent. Mr Blasdale says it is best to find an employer who does not hold hostile views on such matters, rather than challenge them at the interview. "They will never admit to them," he says. "They'll just find a legitimate excuse for not offering you the job."

Disability is another area where prejudice is rife, but Mr Blasdale cautions against trying too hard to hide it. Like Jeff Groat, of the financial recruitment consultancy Robert Half, he has noticed that interviewers tend to be fascinated by candidates' attempts to hide physical defects to the point where their attention wanders from what they are saying.

That leaves the last word with Mr Burton: "Getting the wrong job because you have presented yourself as a different person from the one you really are will not do your career any good."

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Details: *Interex*, 19 Charing Cross Road, London WC2H 9ES (071-930 5041); *Methven Career Development*, 26 Park Row, Leeds, LS1 5QB (0532-436313); *Robert Half*, Walter House, 418 Strand, London WC2R 0PT (071-836 3545)

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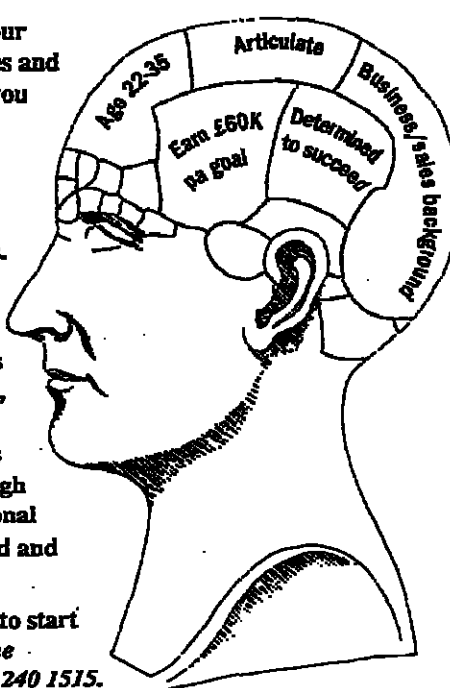
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NATIONAL MUSEUM OF WALES

Cardiff DIRECTOR

In anticipation of the current Director's retirement in October 1993 the National Museum of Wales is seeking to appoint a successor. The National Museum of Wales is multi-disciplinary, and has 11 branches throughout Wales, including the imposing main building in Cardiff and the award-winning Welsh Folk Museum at St Fagons. The Museum is a focal point of Welsh culture and history, and is increasingly considered a centre of international excellence.

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The post requires an outstanding individual with the ability to build on these achievements and to ensure further successful development.

Based in Cardiff, and reporting to the Court of Governors and Council, the Director will oversee all aspects of the Museum's wide-ranging operations, managing a total staff of over 400. Key responsibilities of this challenging role will include:-

- Ensuring the all-important balance between scholarship/research, education and visitor appeal.
- Securing adequate funding; from Government, visitors, and other sources.
- Increasing visitor numbers by providing exhibitions of the highest quality, backed up by excellent service and facilities.

Candidates must be able to display a significant record of achievement within the private or public sector. They will have first-class managerial and administrative skills, probably gained in a senior management or Chief Executive role. Specific experience should include full profit accountability, marketing and PR, strategic planning and finance. In addition, the successful individual will have experience of, or an active interest in, heritage matters, the arts and sciences, as well as empathy with Wales and the Welsh culture.

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For further details and an application form (to be returned by 10th July 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB or telephone Basingstoke (0256) 846435. Please quote ref: B/93/1641.

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BBC1

- 6.00 Ceefax (39800)
6.30 Breakfast News (42835019)
9.05 Perfect Strangers. American comedy series about two long-lost cousins (r) (5009922) 9.30 Hot Chicks. Danna Allen prepares baked plaice, marzipan apples and raspberry and loganberry jam with sweet white scones (s) (81485)
10.00 News, regional news and weather (5857583) 10.05 Playdays. For the young of (s) (4087816) 10.25 Bananaman. Animation with the voice of Tim Brooke-Taylor (r) (5850670) 10.35 Beautywise. Advice on looking good, presented by Liz Earle and Karen Kizarnovich (s) (4120670)
11.00 News, regional news and weather (5888038) 11.05 Travel Show. What the Greek island of Rhodes has to offer the holidaymaker (r) (5041831) 11.35 Major Dad. American domestic comedy series set in an army camp (4490564)
12.00 News, regional news and weather (7725632) 12.05 Summer Scene presented by Linda Mitchell and Carol Keating from the National Garden Festival at Ebbw Vale. Among the guests are Linda Lusardi and chef Michael Barry (5825922) 12.55 Regional News and weather (5066246)
1.00 One O'Clock News. (Ceefax Weather (55106) 1.30 Neighbours. (Ceefax) (s) (59435019)
1.50 Wimbledon '92. Action from day four of the championships, introduced by Desmond Lynam (s) (56158477)
4.10 Jimbo and the Jet Set. Cartoon adventures of a little plane (r) (5218477) 4.15 Watt On Earth. The last episode of the science fiction comedy series (s) (5772354) 4.30 Uncle Jack and Operation Green. Episode three of the six-part comedy drama series starring Paul Jones and Pamela Fielding (r) (Ceefax) (s) (4132835)
4.55 Newsround (5227458) 5.05 Blue Peter. Includes a preview of Sunday's National Music Day and the names of the Radio Times/Childline Services to Children Award winners, presented this morning by the Duchess of Kent (5890933)
5.35 Neighbours (r). (Ceefax) (s) (599651). Northern Ireland: Inside Ulster
6.00 Six O'Clock News with Peter Sissons and Andrew Harvey. (Ceefax) Weather (854)
6.30 Regional News Magazines (106). Northern Ireland: Neighbours
7.00 Top of the Pops introduced by Adrian Rose and Claudia Simon (s) (4699)
7.30 EastEnders. (Ceefax) (s) (590)
8.00 Every Second Counts. Fast moving quiz show for couples, hosted by Paul Daniels (s) (4449)
8.30 Russ Abbot. Continuing the repeat of the comedian's 1990 series. With Lisa Dennis, Bella Emberg, Lisa Maxwell, Tom Bright and Sherrie Hewson. (Ceefax) (2854)
9.00 Nine O'Clock News with Martyn Lewis. (Ceefax) Regional news and weather (7380)
To the rescue: Fiona Foster and Michael Buick (9.30pm)



To the rescue: Fiona Foster and Michael Buick (9.30pm)

- 9.30 999.
● CHOICE: Michael Buick hosts a new series of true stories celebrating the skill of the emergency services and the courage of ordinary people. Tonight's rescues involve a woman trapped in her flat by a gas explosion, a trainee skydiver who nearly perished after a mishap with a parachute rope and a water skier left unconscious in the water with a power boat bearing down on her. Reconstructed with footage taken at the time, actors and the memories of the survivors, these episodes make exciting television as well as serving the wider purpose of saluting the rescuers and drawing lessons. Buick's co-presenter Fiona Foster goes out with navy experts to report on the detonation of second world war bombs, and the programme adds education to entertainment by offering advice on safety and first aid. (Ceefax) (s) (823380)
10.25 Today at Wimbledon. Harry Carpenter introduces highlights of the fourth day of the championships. (Ceefax) (s) (239187)
11.25 Paradise. Western adventure series starring Lee Horsley and Sigrid Thornton (451767)
12.15am Weather (8523794)

BBC2

- 6.45 Open University: Darwin and Diversity (9984477). Ends at 7.10
8.15 Westminster. A round-up of business from both houses (6412458)
9.00 Yesterday at Wimbledon. Highlights of the third day of the championships, introduced by Harry Carpenter (r) (1909)
10.00 Film: Sinister (1937, b/w) starring Humphrey Bogart, Martha Toren and Lee J. Cobb. Slow-moving drama with echoes of Casablanca about an American gun runner in Damascus who risks compromising himself when he falls for the French mistress of the local intelligence officer. Directed by Curtis Bernhardt (3947853)
11.35 Town Portraits. John Grundy tours Halifax, the Victorian west Yorkshire town (r) (7494187)
11.45 The Brollies. Entertainment for the very young (r) (6289670)
12.00 Wimbledon '92 introduced by Desmond Lynam. The commentary team is John Barrett, Mark Cox, Ann Jones and Virginia Wade (s) (243477)
3.00 News and weather (9743922) followed by Westminster Live, introduced by Vivian White (531583) 3.50 News, regional news and weather (599835)
4.00 Wimbledon '92 continued (9408651)
8.00 On the Line. The investigative sports series looks at whether Oxford and Cambridge cricket should still be regarded as first class (1361)
When mating is no game: Patagonian seallions (8.30pm)
- 8.30 Wildlife Showcase: The Beach Boys.
● CHOICE: The natural history series returns with an unifying tale of sex and violence from the Patagonian coast of South America. Since it involves seallions, the film can go out at peak time without inducing viewers to jam the BBC switchboard. It is late spring and the huge males emerge from the sea, fight for a piece of beach and prepare to receive the females. The trouble is there is not enough prime territory to go round, leaving 80 per cent of the males to slope off resentfully to the bachelor herd. Excluded from the chance to mate, they await their chance for revenge. It comes when the females are coming on heat. Battle is joined and the pups are the casualties. "As animal societies go," muses the commentary, "it is not exactly a gentle one." As always on these programmes, the photography is superb. (Ceefax) (5916)
9.00 The Travel Show. This first of a new series comes from Manchester airport where Penny Junor suggests ways to overcome the fear of flying. There is a report from the Greek island of Cephalonia; Barbara Windsor returns to Blackpool; and Matthew Collins samples life on a working ranch in Montana (5922)
9.30 Pandora's Box: The League of Gentlemen.
● CHOICE: A brisk, irreverent history of British economic policy over the past 30 years tells how successive governments have been seduced by the idea that the application of scientific laws would reverse the tide of decline and make the country great again. In the 1960s the big idea was George Brown's National Plan, designed to achieve 25 per cent growth in six years but quickly discarded as the economy hit the buffers. Since 1979 it has been monetarism, an equally dismal failure according to the film, though Mrs Thatcher would presumably disagree. The message is that economics is no more a science than systems for doing the job and the last people we should take notice of are the economists. The film tracks a lucid path through a dense undergrowth of ideas, enlivened by clips from Alan Whicker, Double Your Money and Monty Python, and takes its title from a popular film comedy about a bank robbery. (Ceefax) (25866)
10.30 Newsnight with Francine Stock (206962)
11.15 The Late Show. A repeat of the special edition examining Tokyo's search for a new identity through its architecture (720305)
11.45 Newsnight (59545)
12.00 Weekend Outlook. A preview of the weekend's Open University programmes (5693442)
12.05am Open University: Victorian Ways of Death (3731336). Ends at 12.35
2.00 BBC Select: TV Edits. Language resources for advanced students of French and German (r) (38268)
3.00 BBC Select: RCN Nursing Update (r) (69423). Ends at 4.00



When mating is no game: Patagonian seallions (8.30pm)

ITV

- 6.00 TV-am (1446699)
9.25 Cross Wits. Crossword quiz game hosted by Tom O'Connor (6005106) 9.55 Thames News (172593)
10.00 Out of this World. American science fiction comedy series (r) (54554)
10.30 This Morning. Magazine series presented by Judy Finnigan and Richard Madeley. Today's edition includes cookery tips, French conversation, phone-in medical advice and ideas for the hand and machine knitter. With national and international news at 10.55 and regional news at 11.55 (4898748)
12.10 The Riddlers. Children's puppet series (r) (5569629)
12.30 Lunchtime News with Nicholas Owen and Sonia Ruseler. (Orade) Weather (5111651) 1.10 Thames News (5649050)
1.20 Home and Away. Australian family drama series. (Orade) (1371835) 1.50 A Country Practice. Medical drama series set in a village doctor house (s) (6877309)
2.20 The Green Life Guide. Environmental series presented by Dilly Barlow and Alistair MacDonald (9776392) 2.50 Take the High Road. Drama series set in the Highlands (7213380)
3.15 ITN News headlines (9760699) 3.20 Thames News headlines (9750212) 3.25 The Young Doctors. Drama series set in a large Australian city hospital (3647545)
3.55 Huxley Pig. Animation (r) (4585632) 4.05 T-Bar and the Pearls of Wisdom. Children's drama series starring Georgina Hale (4093495) 4.30 Rolf's Cartoon Club. Rolf Harris talks to Bill Oddie, Peter Hawkins and Candy Guard about matching voices to 1960s characters (r) (729) 4.50 Country Time. (5654699)
5.10 Who's the Boss? American comedy series (2944962)
5.40 Early Evening News with John Suckett. (Orade) Weather (753922) 5.55 Thames Help (r) (122421)
6.00 Home and Away (r). (Orade) (922)
6.30 Thames News (274)
- Yorkshire life: Elizabeth Feldmann and Eric Pollard (7.00pm)
- 7.00 Emmerdale. Drama series set in the Yorkshire Dales. (Orade) (9767)
7.30 The Full Treatment. A look at the various ways animals influence our health (r) (458)
8.00 The Bill: Vicarious Drunks. PC Hollis arrests a woman in a park on a charge of being drunk in charge of a baby. Calling at her home, he finds the woman's 12-year-old daughter in charge. (Orade) (5187)
8.30 This Week's News. Margaret Glimmer reports from Britain and Europe on the frustrations endured by motorists and how the different countries are tackling overcrowded roads (7922)
9.00 LA Law. Glossy American courtroom drama (1699)
10.00 News at Ten with Alistair Stewart and Julia Somerville. (Orade) Weather (72835) 10.30 Thames News (606670)
10.40 01. A guide to the south east's entertainment scene (s) (307212)
11.15 Prisoner: Cell Block H. Australian women behind bars drama series (554233)
12.10am Duns of the Mind. Raymond Keene, grandmaster and chess correspondent of The Times, examines 12 of the best games of chess ever played beginning with the Anderssen v Kieseritzky match in London, 1851 (3727133)
12.40 Alfred Hitchcock Presents: Conversation Over a Corpse. Two women plot to poison an estate agent (2748143)
1.05 Film: Please, Let the Flowers Live (1986) starring Klaus-Jürgen Weiss and Birgit Doll. Unconquered Germany drama about a French lawyer who changes his identity after surviving a plane crash. Directed by Duccio Tessari (502268)
3.00 Hardball. American police series (r) (s) (63249)
4.00 News Sessions. Irish band Sleepwalkers perform at the West's Awake festival in Co Galway (22595)
4.30 America's Top Ten (r) (s) (47607)
5.00 Videofashion (r) (28626)
5.30 ITN Morning News with Brenda Rowe (40133). Ends at 6.00



Yorkshire life: Elizabeth Feldmann and Eric Pollard (7.00pm)

CHANNEL 4

- 6.00 Channel 4 Daily (1437941) 9.25 Schools (84661748)
12.00 The Parliament Programme (79748)
12.30 Business Daily (98361)
1.00 Sesame Street. Early learning series (r) (38316)
2.00 Film: Landfall (1949, b/w) starring Michael Denison. Second world war drama, based on a novel by Nevill Shute, about a Royal Air Force pilot who tries to clear his name after being unjustly censured following the sinking of a British submarine. Directed by Ken Annakin (316854)
3.40 The Three Stooges in I Can Handle Myself (9999274)
4.00 Check Out '92. A repeat of yesterday's programme about ferry safety (s) (187)
4.30 Fifteen To Ten presented by William G. Stewart (699)
5.00 The Oprah Winfrey Show. The guests are five sets of identical twins who have discovered that one in each pair is gay (5659800)
5.55 Laurel and Hardy. Cartoon (r) (922403)
6.00 My Two Dads. American comedy series about two bachelors who "inherit" a teenage daughter (r). (Teletext) (564)
6.30 Tales From the Pook Deck. The comedy adventures of a pirate, starring Helen Atkinson Wood and narrated by Griff Rhys Jones (r). (Teletext) (s) (816)
7.00 Channel 4 News with Jon Snow and Anne Perkins. (Teletext) Weather (111274) 7.50 Comment (320564)
8.00 The Black Bag: Many Rivers to Cross. A documentary highlighting the experiences of many refugees from Somalia and Zaire who have fled to Britain seeking asylum and are sent to Harmondsworth Detention Centre while their case is being processed (3729)
8.30 The Crystal Maze. Another group of intrepid volunteers attempt fiendish challenges and games posed by Richard O'Brien (s) (31729)
- Victim of a police set-up in 1975: Bob Maynard (9.30pm)
- 9.30 True Stories: Torso Murders.
● CHOICE: In 1975 Reg Dwyer and Bob Maynard were given life sentences for killing two fellow villains after the longest murder trial in British history. They protested their innocence but Chief Supt Bert Wickstead, the policeman in charge of the case, had no doubts. Interviewed in the same year, however, Wickstead predicted that some "idiotic go-dooder" would reopen the case and convince a glib public that the men were part of a wicked police frame-up. Rex Bloomstein's film alleges just that. Even the judge conceded that oral confessions were the only evidence against the men. A defence barrister says no jury today would have convicted, indeed the case would have been thrown out by the magistrates' court. The programme includes a new interview with Maynard, recorded this year at Norwich prison. (Teletext) (3251632)
10.50 Film: Bad Company (1972). An off-beat western starring Jeff Bridges, Barry Brown and David Huddleston about a group of young city dwellers who head west in order to avoid being called up to fight for the Union cause in the American civil war but discover that life is not what they hoped it would be. Directed by Robert Benton (67585496)
12.30am The Bridge. The final episode of the drama series set in a small Dutch town on the eve of the second world war. In Dutch with English subtitles (90862)
1.30 Film: Good To Go (1986). A musical drama starring Art Garfunkel as a down-on-his-luck newspaperman who tries to resurrect his career by reporting on a crime wave allegedly caused by a small Washington DC street gang and finds himself unjustly accused of rape and murder. Directed by Elaine Novick (603535). Ends at 3.05
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Victim of a police set-up in 1975: Bob Maynard (9.30pm)

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SKY ONE

- Via the Astra and Maripolo satellites.
6.00am The DJ Kat Show (19442309) 8.40 Mrs Peppermint (1984558) 9.30 The Big Game (41477) 10.00 Let's Make a Deal (83038) 10.30 The Bold and the Beautiful (22800) 11.00 The Young and the Restless (45632) 12.00 The Bold and the Beautiful (22800) 1.00 The Young and the Restless (45632) 1.30 The Bold and the Beautiful (22800) 2.00 The Young and the Restless (45632) 2.30 The Bold and the Beautiful (22800) 3.00 The Young and the Restless (45632) 3.30 The Bold and the Beautiful (22800) 4.00 The Young and the Restless (45632) 4.30 The Bold and the Beautiful (22800) 5.00 The Young and the Restless (45632) 5.30 The Bold and the Beautiful (22800) 6.00 The Young and the Restless (45632) 6.30 The Bold and the Beautiful (22800) 7.00 The Young and the Restless (45632) 7.30 The Bold and the Beautiful (22800) 8.00 The Young and the Restless (45632) 8.30 The Bold and the Beautiful (22800) 9.00 The Young and the Restless (45632) 9.30 The Bold and the Beautiful (22800) 10.00 The Young and the Restless 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